A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 1, 1965

Chicago: How to expand international business

Business Bulletins *from around the world*

WEST AFRICA—First National City Bank of New York; Allen & Co., investment bankers of New York and Klehe, and Cie, Allen's European representative form new venture with Bank of West Africa (BAO, Banque de l'Afrique Occidentale). New firm to be called International Bank for West Africa (BIAO, Banque Internationale pour l'Afrique Occidentale). U.S. share to be 49% with home office to remain in Paris. Activities to be conducted in 13 French-speaking countries of West and Central Africa and Nigeria. Operation under new agreement expected to begin next month.

CHILE—Singer Sewing Machine Co. authorized to establish manufacturing plant which initially is expected to produce 40,000 machines and 120,000 electric motors per year. Singer's activities will at first involve assembly of imported parts only, but it is anticipated that assembly will be from about 70% Chilean parts within 18 months to two years. Singer expects to export electric motors to Latin America.

FRANCE—1964 imports from foreign currency areas reached $8,413 million, 17% increase over preceding year. Exports in 1964 increased 13% to $7,416 million.

Number of supermarkets, which increased from four in 1957 to 323 at end of 1963, is expected to total 450 by end of 1965, 1,100 by end of 1970.

GERMANY—Boeing Corp. of Seattle becomes major shareholder of Boelkow-Entwicklungen, Ottobrunn, one of Southern Germany's leading aircraft manufacturers. Boeing to contribute one-third of capital (about $3 million) to new Boelkow-G.m.b.H.

IRAN—Agreement signed between Rootes and Iran National Industrial Manufacturing Co. to manufacture Hillman automobiles, Commer panel trucks here. Ultimate annual production of all models expected to reach 5,000 units.

MALAYSIA—National Iron and Steel Mills, Ltd., Singapore, orders two arc furnaces from U.S. company as part of $3.3 million expansion toward $33.3 million integrated steel mill complex at Jurong Industrial Estate. New furnaces, expected to come into operation in late 1965, will treble company's steel-making capacity to 180,000 tons a year.

Industries encouraged to locate in newest industrial estate situated in Seramban, about 50 miles south of Kuala Lumpur. This 2200-acre estate offers 400-acre tract for industrial sites; equipped with facilities to meet industry and worker requirements for electricity, water, roadways, schools, shops. About 4000 unskilled workers (of whom 2500 are sufficiently educated for training in skilled jobs) are registered in Seramban. About 500 homes are available for sale or rent near estate.

Leader of 29-member Japanese trade mission, visiting Southeast Asia, stated that visit to Malaysia revealed tremendous potentialities for foreign businessmen to set up joint ventures; joint venture in fishing to be worked out between Malaysian and Japanese businessmen. Under venture, Japanese fishing fleet would fish in Indian Ocean and Malaysian waters; scholarships to be offered Malaysian Government on marine, fisheries.

Progress made in development of integrated iron, steel industry, cornerstone of Singapore Economic Development Board's plans for industrializing Singapore. First company to go into production, National Iron and Steel Mills, Ltd., is doubling production capacity to 100,000 tons a year; plans to expand to 300,000 tons. When goal reached, the mill will be able to use local ore, scrap. Preliminary agreement reached with Japanese company to establish $15.7 million joint venture for production of steel sheets for use in galvanising plants. South Korean company intends to build plants to produce steel automobile pistons, office equipment.

MONACO—Government takes active measures to modernize hotels, replace some of the oldest. Government's 1965 budget sets aside special fund to finance up to 10% of cost of modernizing hotels, restaurants.

MOZAMBIQUE—Construction to begin shortly on bicycle factory at Lourenco Marques. Factory to produce pedal and motorized bicycles under license from French firm Peugeot. Estimated annual production set at 35,000 pedal bicycles, 3,000 motor bicycles. Company capitalized at $700,000.

NEPAL—Draft of Five Year Development Plan for July 1965-July 1970 calls for expenditure of about $250 million, three-fourths in public, one-fourth in private sector. Comparable total input envisaged for current Three Year Plan is $87 million.

$5 million cigarette factory inaugurated at Janakpur, built by Soviets with Czech equipment.

NETHERLANDS—Government plans call for 500 miles of new highway construction by end of 1969.

Revenue from tourism reached record $213 million in 1963, 18% increase over 1962. Dutch tourists abroad spent $214 million, resulting in net tourism deficit of $1 million in 1963 balance of payments.

Koninklijke Nederlandsche Hoogovens en Staalfabrieken N.V., largest Dutch steel manufacturer, bought up Dutch Government shares in Breedband N.V. of Ijmuiden, maker of hot- and cold-rolled plates. Purchase, which makes it single owner of Breedband, will enable Hoogovens to have more integrated steel manufacturing operation.

SWITZERLAND—Commission established to assist international organizations in Geneva find suitable office space. Commission, which will have authority to construct, buy, administer office space, given initial $23,000 for operational expenses.

UNITED KINGDOM—Registrar of Restrictive Trading Agreements indicates that first cases of goods for which temporary exemption from prohibition of resale price maintenance is claimed under the Resale Prices Act, 1964, are to be referred shortly to Restrictive Practices Court. Products involved number several hundred; vary from baby foods, paints to pneumatic tools, pianos. Act passed by Parliament last year with intent to abolish resale price maintenance.

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the cover

Ships from many lands—like these foreign vessels—tie up at Chicago's Navy Pier, part of the endless stream of cargo carriers stopping at the great Midwestern trade mart. The city is now playing host to the 28th Chicago World Trade Conference. Agenda for the convention and a series of articles by Midwestern businessmen appear on pages 2-10.

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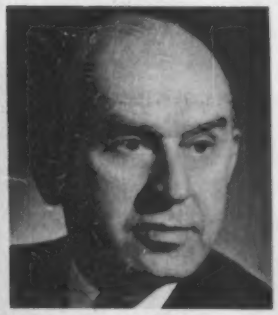


DIETZ

MARTIN

ANDERSON

MINER

NICHOLSON

PUTZE

Seek new trade vistas

Midwest free-enterprise leaders hold 28th conference on global commerce in Chicago, featuring intensive sessions on selling, financing and legal problems

"International Trade Through Private Enterprise" will receive the attention of top executives from small, medium and large companies represented at the 28th Chicago World Trade Conference, meeting March 1-2 in the La Salle Hotel. Each will be particularly interested in the practical suggestions of expert participants on "How to Get Your Share of Expanding International Business."

Opening-day deliberations will be on international marketing of industrial products, international marketing of consumer products, and financing of international trade. The second day's sessions will feature overseas manufacturing, licensing and joint ventures, taxation and legal aspects of overseas trade and investment, and penetration of international markets by small business.

Outreaching

As deep as the far-off oceans is the interest of many Chicago businessmen in world trade, and the 28th annual conference of the Chicago Association of Commerce and Industry and the International Trade Club of Chicago is only the latest manifestation of this interest.

The articles on pages 3-10 of this issue present observations by Chicago-based business leaders.

Major addresses on each topic will be delivered at morning general sessions, with afternoon workshops affording all delegates an opportunity to examine leading questions in depth.

The sponsors—the Chicago Association of Commerce and Industry and the International Trade Club of Chicago—have found that this format comes nearest to serving the collective and individual needs of a variety of participants numbering around 1,000. Serving as conference co-chairmen are Edgar J. Cook and Albert R. Wayne. Vilas Johnson is conference secretary.

The opening-day luncheon this year will be addressed by James H. Goss, international group vice president for the General Electric Co., New York City.

The timetable as this issue of INTERNATIONAL COMMERCE goes to press:

MARCH 1

Registration. 8:30 a.m., Chicago Room, mezzanine floor.

First General Session. 9:30 a.m., Illinois Room, mezzanine floor. International Marketing of Industrial Products—Paul Dietz, commercial vice president, Allis-Chalmers Manufacturing Co., New York City. International Marketing of Consumer Products—Donald J. Martin, vice president, J. Walter Thompson Co., Chicago. Financing of International Trade—Roger E. Anderson, vice president, Continental Illinois National Bank & Trust Co., Chicago.

Luncheon. 12:15 p.m., Grand Ballroom, 19th floor. Speaker—James H. Goss, vice president, international group, General Electric Co., New York City.

Workshop Sessions. 2:15-5:00 p.m. International Marketing of Industrial Products; leader—Paul Dietz. International Marketing of Consumer Products; leader—Donald J. Martin. Financing of International Trade; leader—Roger E. Anderson. Imports and Customs Problems; leader—Alexander Gundermann, import merchandise manager, Marshall Field & Co., Chicago.

MARCH 2

Second General Session. 9:30 a.m., Illinois Room, mezzanine floor. Overseas Manufacturing, Licensing and Joint Ventures—Louis Putze, president, Controls Corp. of America. Taxation and Legal Aspects of Overseas Trade and Investment—Gordon J. Nicholson, partner, Arthur Andersen & Co., Chicago. Penetration of International Markets by Small Business—Thomas H. Miner, president, Thomas H. Miner & Associates, Inc., Chicago.

Luncheon. 12:15 p.m., Grand Ballroom, 19th floor. Speaker to be announced.

Workshop Sessions. 2:15-5:00 p.m. Overseas Manufacturing, Licensing and Joint Ventures; leader—Louis Putze. Taxation and Legal Aspects of Overseas Trade and Investment; leader—Gordon J. Nicholson. Penetration of International Markets by Small Business; leader—Thomas H. Miner.

Dinner. 7:15 p.m., Grand Ballroom, 19th floor. Speaker to be announced.

Midwest accent on trade

Illinois ranks among leading exporters of manufactured and agricultural products

"Though we are in the heartland of America, our economic frontiers touch every continent. Our prosperity, more than any other state, is inextricably linked to foreign commerce. Export expansion is vital to our growth. As Governor of Illinois, I will do everything in my power to exert the necessary leadership needed to augment this expansion. Together, with private industry, we can achieve for Illinois an even firmer economic base, move forward toward our own ideals of prosperity and contribute to world peace through lasting trade relationships."
—Governor Kerner

By OTTO KERNER
Governor of Illinois

J. Carter Miller, president of Carter Controls, Inc., of Lansing, Ill., recently said: "State government's role and interest in helping businessmen, particularly the heads of small and medium size firms, to realize more business and profits abroad cannot be underestimated. Much of our success in foreign trade is due to the fact that state government has offered its stature to open doors that previously may have been closed to us."

Testimonials such as this are encouraging. As a state, Illinois recognizes a responsibility to aid any businessman who seeks new markets abroad. Long and short range programs are now under way to tap foreign markets and to grasp the new opportunities available to us.

No neophyte

However, Illinois is no neophyte in the international trade field. Our state today ranks as the nation's leading exporter in terms of combined manufactured and agricultural products.

A recent survey of the 1963 exports of manufactured products, as reported by manufacturers and issued by the Bureau of Census of the U.S. Department of Commerce, shows Illinois' total exports to be $1,056 million.

Illinois companies have reported exports of machinery of $586 million; food and kindred products, $99 million; electrical machinery, $95 million; transportation equipment, $75 million; chemicals and allied products, $40 million, and fabricated metal products, $36 million.

At least 600,000 factory workers in Illinois depend entirely on export sales for their livelihood. Because of the additional handling and services generated by foreign trade, our state economists estimate that the employment multiplier ranges from three to four, that is between two and two and one-half million workers can trace an important part of their income to export trade.

Illinois also shared the largest portion of U.S. farm exports in fiscal 1964 of $504.2 million. The principal crops exported were soybeans, corn and wheat. The employment of some 25,000 farm workers may be attributed to the production of farm products that were exported in both unprocessed and processed form. This represents almost 10% of the 250,000 total workers on farms.

This success stems from Illinois' participation in export expansion programs initiated by the U. S. Department of Commerce and the cooperation provided by its regional office, including Illinois' major trade associations, chambers of com-

WITH THE WORLD AT HIS FINGERTIPS, Illinois Gov. Otto Kerner discusses Midwestern exports with Secretary of Commerce Connor (center) and Gene Graves of the Illinois Board of Economic Development.

merce, banks and service institutions. They have helped awaken many firms to the potential of foreign trade with the result that hundreds of Illinois business leaders now participate in trade missions or trade centers. Many businessmen, too, are seeking the assistance of the Governor's office to aid them in "opening doors" abroad. Many have come to realize that the "mysterious" export business is really a wide-open field of untapped customers. There are hundreds of companies in this state which have had the gumption to go after export sales and increased profits. And, there are just as many who have had immeasurable successes.

Our studies reveal that 15% of Illinois' firms are currently engaged in exporting. If this could be increased to 20%, this state could go a long way in providing the jobs and dollars the state economy needs to function at a higher level.

Stimuli

The opening of the St. Lawrence Seaway, the inauguration of direct international airline service to Chicago, the expansion of Illinois port districts and the increased use of Illinois waterways were significant stimuli the state needed to reach its export potential. However, important though these events are, Illinois until a few years ago lacked a state-wide export promotion plan. Today there exists the Illinois Board of Economic Development which, among other varied responsibilities, promotes Illinois ports and export expansion.

In June of 1962, the Board tapped international trade experts and organized the Illinois Committee for Trade Expansion—the first of its kind in the nation. The committee blanketed Illinois communities with meetings, conferences, and exhibits.

To emphasize and highlight the importance of this work, the first Illinois Trade Mission to Europe was held late in 1963. The geographic distribution of participating companies in 32 communities —from Chicago to Christopher, some 325 miles to the south—represented salable products from tractors to rust-remover. Sixty-six businessmen talked with nearly 100 European ship-owners, port officials, forwarders, shippers and maritime writers in Hamburg, Rotterdam, Rome, Genoa, Paris, Frankfurt, Berlin and London.

Some 320 business calls were made, which resulted in $600,000 in direct sales and over $5 million in later business orders. Twenty-two trade mission participants appointed 52 distributors and dealers in the United Kingdom, France, Germany and Switzerland. Four licensing arrangements were made to produce products in Illinois, and 11 made licensing arrangements for direct European production.

The Trade Mission has proved conclusively that competent aggressive salesmanship is just as indomitable overseas as it is at home.

Important outcome

An important outcome was the proof that small companies can be just as successful as large ones in the export business. The average size of the participating businesses was 110 employees, and the majority had no previous overseas selling. The best indication of the mission's success is that 90% of the members are planning business trips to Europe next year and 84% want to participate in any future trade misison.

These successes stimulated even further promotion activities. The Greater Chicago Port Development Association was organized. Advertisements were placed in leading publications. The state participated and co-sponsored trade development conferences, exhibits and studies.

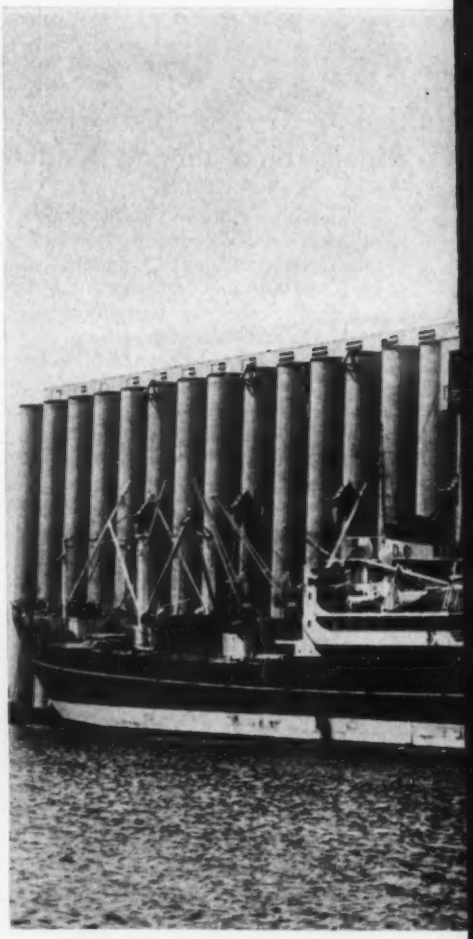
The organization of the Consular Conference on Agricultural Exports last summer brought together representatives from 39 foreign governments which included 51 Consul Generals, Vice Consuls, and Commercial Attaches.

Still further steps were taken with the formation of the Illinois Partners of Alliance Planning Committee aimed at establishing foreign trade opportunities and to exchange ideas with business leaders in the South American country of Brazil.

Market study

Early this year, the University of Illinois was commissioned to study the market potential in the Far East for Illinois products. A preliminary report points out that many opportunities for Illinois manufactured goods and agricultural commodities exist in the Far East now and in the future. For example, the industrialization program of Hong Kong and Thailand will be requiring sophisticated equipment available from Illinois manufacturers. Another example is the continued requirement for foodstuffs in Japan, already the number one overseas buyer of American farm products and, in particular, Illinois soybeans,

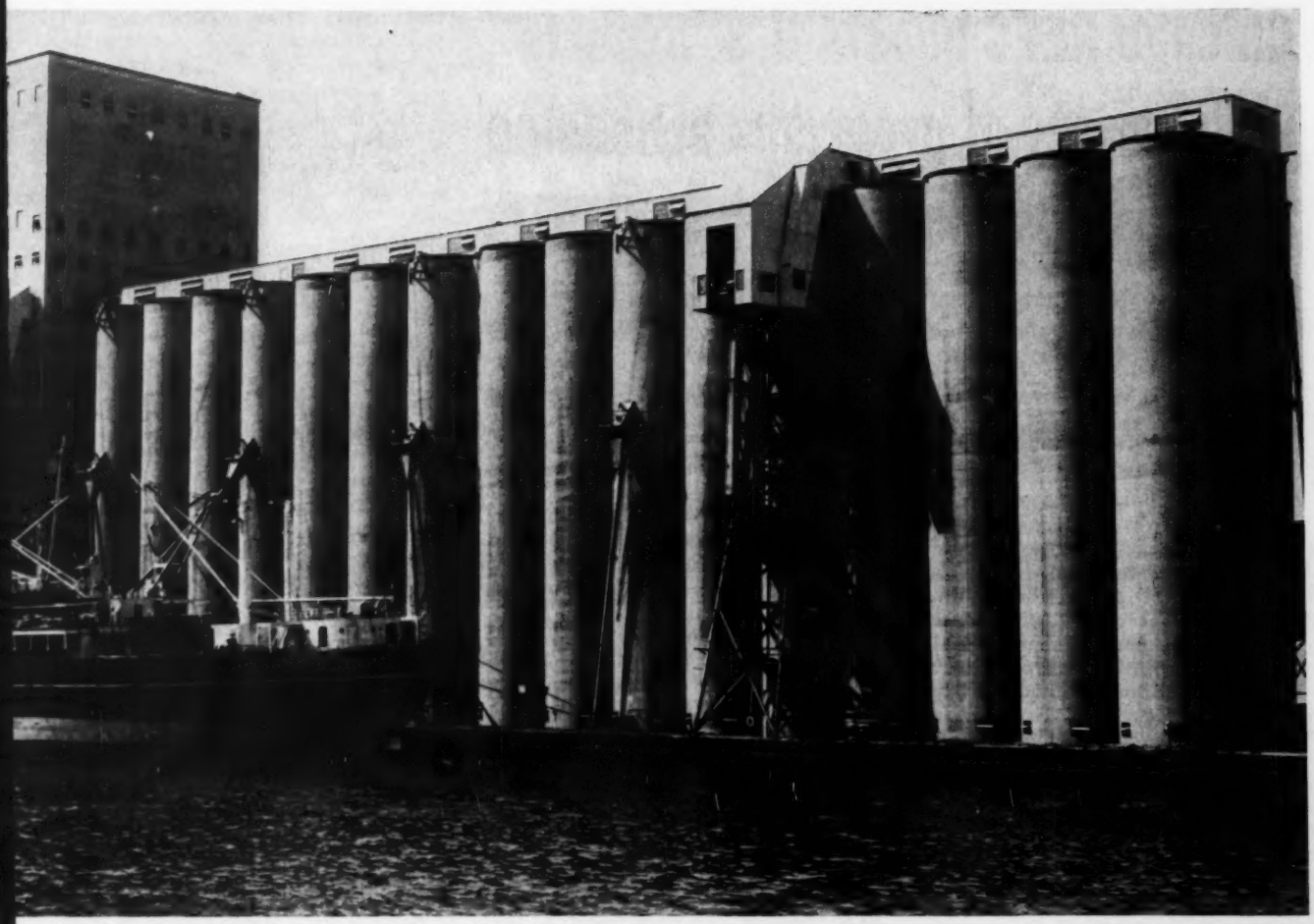
To focus attention on the importance of Far Eastern markets there is currently being organized an Illinois Trade Mission to the Far East to be held next fall. The mission will be co-sponsored by the state's large business organizations. As the chief executive officer of the State of Illinois, I will participate in this mission. Tentatively scheduled are visits to the trading centers of Japan, Taiwan, the Philippines, Hong Kong and Thailand.



Secretary of Commerce John T. Connor recently said, "The importance of this activity in relation to our balance of payments deficit cannot be over-emphasized. It is through programs such as those in Illinois that our country's favorable trade position can be maintained and the balance of payments deficit lessened. Illinois is to be congratulated for spear-heading these important export expansion programs. It is the first state to organize a trade mission to the Far East and you can count on the Department of Commerce to give all possible assistance to this activity."

Since exporting is so vital to the state and the nation's economy, grassroot contacts are becoming increasingly important. In view of this, state government's role should be:

1—To provide the person-to-person service needed by local business-



MUCH OF THE WORLD'S SUPPLY of agricultural products moves through Chicago's Calumet Harbor. Here a ship loads grain at an elevator rising high above the waterfront. Action on the Chicago Board of Trade, where U.S. farm produce is traded, affects international commerce in grains.

men to help them reach the overseas buyer and foreign government agencies.

2—To lend the support of state government in any activity which the potential seller may need to establish himself in the growing markets abroad.

3—To fill the local gap between national research and advisory facilities of the U.S. Department of Commerce.

To bolster these objectives, future plans call for:

- Establishment of a full-blown export expansion division within the Illinois Board of Economic Development, adequately staffed and funded. This division will coordinate all the forms of assistance and research now available but not widely disseminated. This division will serve as a "clearing-house" functioning to expedite the entrance of new companies into export. Direct person-to-person contact with chief executives of Illinois firms will be made.

- Individual attention to export projects rather than further generalizations. International trade experts will make sales calls on port development groups and transportation representatives.

- Increasing the use of promotional materials supplied to Illinois manufacturers to reach customers overseas.

- Participation in foreign trade fairs and U.S. trade centers abroad.

- Research projects to be more closely coordinated with the state's universities and colleges and encourage these educational institutions to create foreign trade departments. In this way, qualified graduates in international trade will be provided to the business community.

All of us look forward to the constructive role that the state and the business community can play in the tests that lay before us.

Through international trade, we make our state stronger in its industrial and economic output. And, at the same time, we advance the cause of freedom and peace through the business of trading and producing for the other fellow at such costs that he can buy. This includes the trade opportunities brought about by assisting developing countries toward progress, freedom and justice.

Working together, the private and public sectors of Illinois economy can meet and accept the opportunities that are ours to help not only our own citizens but the millions of persons throughout the world who are constantly striving for a better life in freedom.

Chicago REEC boosts U.S. exports with variety of programs scheduled for breakfast, luncheon and dinner

Midwestern group considers Trade Missions one of the best routes for manufacturer seeking increased sales overseas

by THOMAS H. MINER

President, Thomas H. Miner & Associates and Chairman, Chicago Regional Export Expansion Council

The need to broaden the industrial base of U.S. exports by increasing the number of U.S. companies which export has resulted in a very successful form of business-government partnership known as the Export Expansion Program.

While the National Export Expansion Council formulates over-all programs and national targets, the 39 Regional Export Expansion Councils have considerable leeway in using their ingenuity to accomplish the fundamental objective—increased participation by smaller firms in international business.

Added programs

The Chicago REEC, in cooperation with the Department of Commerce Field Office, is paralleling the efforts of other regions in pursuing national goals, while adding programs of its own.

East-West trade was discussed at a recent breakfast program which included several participants from Business International Round Table in Moscow.

In concert with other REECs, we have participated in "Target 10,000," the nationwide program to contact 10,000 potential exporters across the country. This ambitious target was 70% achieved in 1964 and resulted in about 800 new exporters. With about 1000 volunteer REEC businessmen in the task force, this means almost one new exporting firm per canvasser.

Training conferences

Following up REEC reports of firms interested in international trade, Chicago Field Office personnel visit the firms to give detailed assistance.

REEC members take part in training conferences for new exporters in the Field Office. Attendance is held to about 10 companies. They get data on the market potential for their products; sample trade lists with names and addresses of potential customers; marketing, banking and freight forwarding information, and advice about companies which will handle their export business if they do not want to establish their own export department.

While emphasizing the promotion of U.S. exports as the major goal, Chicago REEC activities take into account that some world markets can be penetrated effectively only by investing in those markets.

We co-sponsored the Indian Investment Centre Visit to Chicago, providing in-depth information on India and investment procedures; an Agency for International Development (AID) seminar, so businessmen could learn how to participate in AID contracts, and a seminar on Thailand, with visiting Thai officials.

REEC members have participated in local television and radio programs and have filled speaking engagements to promote international trade.

Boost trade missions

Trade missions offer an excellent opportunity for a company to promote its products overseas. One of the largest business-group missions to leave this country—the National Housewares Manufacturers Association mission, with members from 15 states—was organized in Chicago. (Story on page 19.)

Gov. Kerner's Illinois Trade Mission to Europe in 1963 included several Chicago REEC members. It will be followed up by a mission to the Far East later this year.

On March 18, Chicago REEC will sponsor a meeting of trade association heads to explain the benefits of industry-organized trade missions (INTERNATIONAL COMMERCE, Feb. 15, 1965). The housewares industry mission and the recent Furniture Manufacturers Association's Mission are examples.

Properly planned and conducted, they generate tremendous potential for U.S. exporters. Information gained by visiting trade shows, retail outlets, wholesalers and manufacturers can be packaged in a valuable and comprehensive report to an entire industry.

The number of potential U.S. exporters is enormous. Smaller companies—even the very small—with all their diversity of products constitute a vast reservoir of export trade. This is the reservoir the National Export Expansion Program seeks to tap.

Rules and exceptions

Many "rules" of exportability have been promulgated, including value-to-weight ratio and degree of technological sophistication. But time and time again specific cases refute these rules. Non-food consumer products, which presently amount to only 7% of U.S. exports, have a great potential. The keys are style and utility, which U.S. consumer goods possess to a pre-eminent degree.

Regional conferences are a major tool for exporters. Among them is the Chicago World Trade Conference, for which Chicago REEC is one of many sponsors.

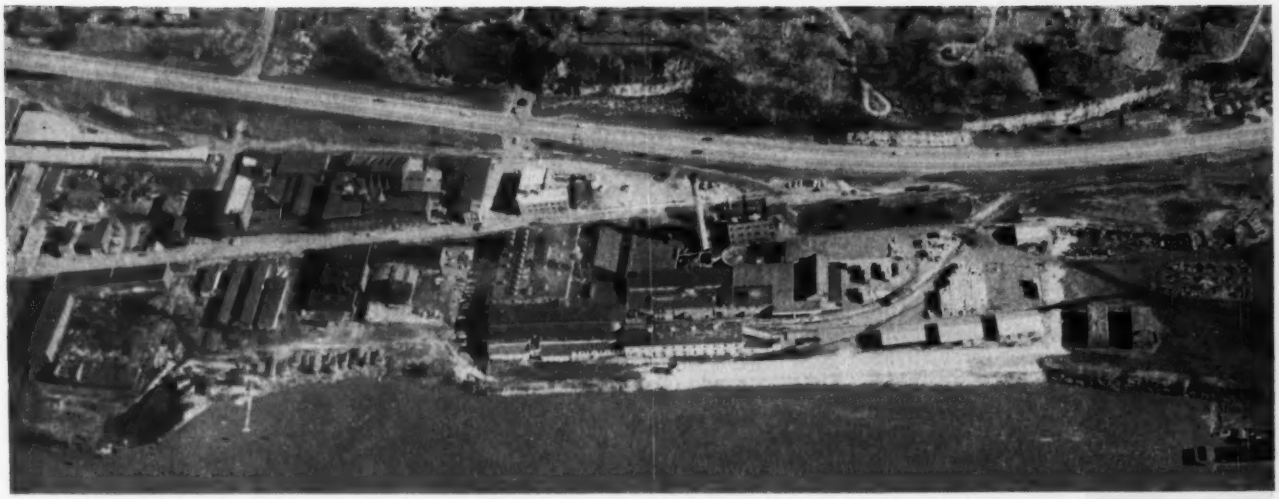
Helping hands

Chicago has a number of organizations promoting the dissemination of international trade information. These include the International Trade Club of Chicago and the Chicago Association of Commerce and Industry. Chicago REEC has provided a liaison between these groups in order to avoid duplication of effort and to promote even wider interest in their programs.

With the right combination of conditions, and a strong effort by organizations allied in the Export Expansion Program, U.S. exports may double in the next 10 years. This is at once an indication of the rewards and of the efforts that lie ahead.

the author

Thomas H. Miner is president of his own international consulting and business development firm, with offices in Switzerland, Peru and Uruguay. His experience includes service as chief of foreign operations for several U.S. companies and as an attorney for a large Chicago bank. He formed his consulting firm in 1960. He was educated in Chicago, attended West Point and received degrees from Knox College and the University of Illinois College of Law.



MIGHTY MISSISSIPPI ROLLS past manufacturing plant of Packaging Corp. of America near Quincy, Ill. River carries big percentage of U.S. export goods.

Midwestern exporter finds wide variety of transportation services at his door

Merchandise moves overseas from 'hinterland' via inland seaports, direct air freight; railroad, trucking industries share in credit

By JAMES E. WHITAKER

President, C. S. Greene & Co.

Entering the world market, like marketing domestically, requires professional skill and knowledge.

The established foreign trader in the Midwest is aware of the tremendous opportunities for economical distribution of his products overseas from this Midwest area. The prospective foreign trader in this area is wary.

With Chicago as the hub of a rail, truck and air transportation system, and with the additional advantage of being able to ship on direct ocean liner to most ports of the world, the foreign trader has a wide choice of facilities. For large bulk shipments, the area also offers barge service to tidewater ports on the Gulf and Eastern coasts.

The subject of shipping to world markets from what was once known as the hinterlands comes up frequently. Here are some points:

With the advent of "piggyback" truck-rail transportation, Eastern seaports are about 30 hours distant from Chicago, Milwaukee and St. Louis. New Orleans is about 27 hours away. Piggyback service is available to the West Coast with third-morning arrival.

It is not necessary to ship full loads. From points in Iowa, Illinois, Wisconsin, Michigan, Minnesota and Indiana, a variety of products is shipped by truck to consolidation points in Chicago, Milwaukee and St. Louis. Freight forwarders and export carloaders dispatch them to the seaport offering the most expeditious and economical route to destination.

These freight-forwarding and export-carloading firms also can quote freight rates to any destination in the world, and may offer a complete service for handling documents. They maintain direct lines to seaport offices and offer immediate booking of ocean space.

More than 225 steamship lines are represented by agents in Chicago. Agents also are located in Milwaukee, St. Louis, Detroit, Cleveland and Toledo. Chicago is the home of 10 or more freight forwarders. Branches of many seaport forwarders also are maintained here.

Coastal forwarders have seen the great potential of export from the Midwest and have moved in to share in handling the export freight. The trucking industry also is aware of the volume of business originating in Iowa, Nebraska, Minnesota, Missouri, Illinois, Indiana and Michigan, and provides service to the ports of Chicago and Milwaukee and to Eastern and Southern ports.

Chicago, Milwaukee and St. Louis banks are among the most export-minded in the country, with branches overseas and facilities here to perform banking services for any exporter. In addition, leading marine and credit insurance underwriters are based in the Midwest.

The impact of air freight on marketing and distribution methods can be expected to increase. At Chicago's O'Hare International Airport, freight is moving in large quantities to overseas markets, on direct flights to many destinations. All required documentation is handled at the airport.

To reduce damage and pilferage, many exporters are turning to containerization of their shipments, by both surface transportation and air.

There is little doubt that much of the Midwestern exporter's success in world markets will depend on his distribution methods and costs. Distribution costs are reflected in selling prices, and as competition becomes keener these costs play a more important part.

The exporter is subject to competitive practices unknown to the domestic trader and must be ever aware of all distribution facilities that will make him more competitive.

the author

James E. Whitaker is a veteran of 35 years in international transportation and export sales. He heads a firm of foreign freight forwarders and consolidated export carloaders; is a member of the Chicago Regional Export Expansion Council and a director of the Michiana World Trade Club, and is former president of the International Trade Club of Chicago.

Trade plays a vital role

As a vehicle of human progress, it brings economic benefits and enriches life

By HERBERT V. PROCHNOW

President, First National Bank of Chicago

Trade has been described as a vehicle of human progress. From the earliest times the traders, who were also the travelers, have spread knowledge and transported animals, plants, products, processes and, even more important, ideas. In the early days, as today, the cities and seats of culture came to be located where the traders' routes crossed.

PROCHNOW

Trade in ancient times was the important medium for transferring ideas and cultures. It also was the instrument through which the pace of human progress could be accelerated on a wide number of fronts through the exchange of skills and knowledge (Hittite metallurgy, Egyptian science, Cretan seamanship).

It came to be the means through which economic benefits could be mutually shared and human life enriched. While trade today continues to benefit us in much the same way as it did the ancients, in my judgment it has an even more vital role to play in the future.

Another medium

Trade, however, was not the only medium for effecting cultural changes and transformations. Such changes frequently were accomplished through conquest—the victorious power imposed its culture, including its gods, upon the vanquished nation. Years, and sometimes centuries, of occupation provided the time for one culture to adapt to the other, quite often to the mutual advantage of both.

In the civilized world today, culturalization through conquest carries with it the prohibitive risk of self-destruction, although it is manifestly taking place in the countries behind the iron and bamboo curtains.

International, political, economic and social exchange between the two major world ideologies is the one thread that must remain unbroken if civilization is to be saved. Never before has man had the means for massive self-destruction. The means for self-preservation are, fortunately, also at his disposal.

Japan provides us with a remarkable example of what cultural exchange and trade can do for a nation and its people. Here a culture totally different from ours has adapted itself so thoroughly as to become a major world power capable of supporting a population many times greater and at a higher economic standard, than could otherwise have been possible.

Made by trade

Japan is, to a large extent, a product of world trade and lives on its export industries. The United Kingdom is a similar example, though much less strikingly so because the process of economic development has had much more time to operate there.

If ever the benefits of international trade were subject to doubt, the Japanese economy should effectively dispel such doubt. International trade is but a broader aspect of inter-personal exchange, although admittedly much more complicated and frequently charged with emotions involving national pride and prestige.

Certainly the powerful force of self-interest works in favor of broadening and freeing trade. The population explosion, a topic to which considerable attention has recently been devoted, should also push us in that direction.

I would expect, therefore, that in the long run world trade will, of necessity, continue to expand. Temporary obstacles will always arise, but there will always exist a recognized need to overcome them.

the author

Herbert V. Prochnow, 1964 president of the Chicago Association of Commerce and Industry, is a banker, economist, statesman, author, teacher and national treasurer of the 4-H Clubs. He has served on several official U.S. delegations to international meetings on economics, including one to the General Agreement of Tariffs and Trade (GATT) in Geneva, and was Deputy Under Secretary of State for Economic Affairs in 1955-56. A measure of the diversity of his activities and talents can be found in the long list of book titles under his name. They include "Practical Bank Credit" (Harper), "Meditations on the Lord's Prayer" (Wilde) and "The Complete Toastmaster" (Prentice-Hall).

U.S. farm products move to major ports of world through Chicago Board of Trade

by ROBERT C. LIEBENOW

President, Chicago Board of Trade

Any list of important centers of grain trading must begin with Chicago. Such pre-eminence is due in part to Chicago's long history of importance as a market for U.S. farm produce. Of greater significance is the fact that much of the world's commerce in grains today moves on prices determined at the Chicago Board of Trade.

LIEBENOW

The continual daily transactions in the futures market are the mainspring of a pricing system that has earned a respected position in domestic and international trade.

To the grain importer in Finland, the processor of olive oil in the Mediterranean area, the Japanese seller of soya products; to all persons or companies dealing in the major grains—even to governments writing farm legislation or uniting in commodity agreements—the buying and selling at the Chicago Board of Trade are vital.

One great hall

In one great hall, buyers and sellers represent world supply and demand for wheat, corn, oats, rye, soybeans and the soybean products. Price is determined in open, competitive auction. Within sec-

onds it is on its way to free countries around the world. This basic price, in combination with local factors and handling, financing and freight charges, determines value of agricultural food and fiber.

Twice in the last decade, transactions here have exceeded $50 billion.

How has this come to be?

It started even before 1848, the year in which the Chicago Board of Trade was founded. Midwestern prairies were just being broken to the plow, and the products of those prairies—the new wealth of the new farms—was pouring into the village of Chicago in great volume. Some say the flood was greater than had ever been received at any market before.

Nature was kind

Nature was kind to Chicago by providing natural access to water routes. Man implemented these with canals, rails and roads, and Chicago grew as a hub of a great shipping network.

With the organization of the Chicago Board of Trade, traders sought ways to simplify and improve business practices. Rather than require buyers to scrutinize each lot of grain, standards were devised and grading procedures were set up.

Buyers learned to space their purchases for months ahead on to-arrive contracts. They were interested in such contracts because most grain shipments moved by water—and the water froze in winter.

Procurement activities necessary to feed the army in the Civil War multiplied use of this forward contract. To expedite delivery from seller to final buyer, the rules of futures trading were instituted, and by 1865 the Exchange as it is known today was virtually completed.

What of today?

In a typical day of trading, futures contracts will be executed for buyers or sellers throughout the United States and in a dozen or more foreign countries. Grain which will never see Chicago will change hands on prices computed from those of the Chicago Board of Trade.

Beans, for example

The job of spacing use of the gigantic 700 million-bushel soybean crop, for example, will be handled by the pricing function of the Exchange. Production is seasonal. Should supplies be exhausted, industries would close, edible oil products would dwindle and prices would rise drastically. High protein feeds for poultry and dairy and meat animals would not be available. The futures market smooths the rise and fall of prices and, with price, assures the availability of the raw material.

More than 23 billion bushels of grain were traded for future delivery at the Chicago Board of Trade in 1964. About 250 million bushels actually came into the city. Shipments were by rail, truck and barge, providing traffic for these vital industries. More than 96 million bushels of grain moved out on deep water, bound for Eastern, Canadian and overseas ports.

Processing

Much of the raw material was processed into food or other products. Again, important numbers of jobs as processors, distributors and retailers were involved.

Through Chicago grains move in impressive quantities to other countries. The quality of the commodities that will be used for foodstuffs is maintained by warehousemen who own some 80 million bushels of storage space—68 million with access to the St. Lawrence Seaway system and thence to the major ports of the world.

And it started with a few tarpaulins on the banks of the Chicago River.

the author

Robert C. Liebenow, a native of Aberdeen, S.D., was named assistant secretary of the Chicago Board of Trade in 1952 after serving six years as an attorney with the First National Bank of Chicago. He became executive secretary in 1955 and president in 1956. He is chairman of the Illinois Export Advisory Committee, a faculty associate for the Graduate School of Business at Indiana University and a director of American Industrial Leasing Co. He also served on the American Food for Peace Council. He and his wife and five children live in Wilmette, Ill.

ANCHORED ALMOST STEM TO STERN, foreign vessels take on cargo in Chicago's Calumet Harbor.

Export managers aid in making millions of dollars in overseas sales

By EARL A. DENTON

President, Earl A. Denton & Co.

U.S. manufacturers do everything possible to get business at home. They comb the market from one end to the other, employ hard-hitting salesmen, stage expensive exhibits at trade shows, do extensive advertising.

DENTON

Yet many ignore the sales fields beyond U.S. borders.

Some turn their backs on the export market simply because they don't know how to tap it. Others say they're so organized that an export department wouldn't fit in. And some think the percentage of export business would be too small to bother about.

What to do, then? Forget exports?

By no means.

By the millions

Millions of dollars worth of overseas orders are being filled by U.S. manufacturers who have no export departments of their own but use the services of export-management firms to set up and operate such departments for them.

Recognizing the value of the services of combination export management firms in the export expansion program, the Department of Commerce, through its Field Offices, last year called a series of meetings to discuss organizing regional associations of such firms.

One result was the formation of the Overseas Sales and Marketing Association of America, with headquarters in Chicago. The association's objective is to increase exports through services to more U.S. manufacturers.

The Association's stated purpose is "the creation of a professional organization of combination export managers and foreign trade firms; the functioning as an association to which manufacturers could turn for help in selecting qualified individuals or firms to handle their lines; the dissemination of information to manufacturers pointing out the reason for and desirability of entering into the export field, and the establishing of basic responsibilities and obligations that should exist in agreements made between the manufacturers and the export sales firms, and otherwise to assist both in their efforts to expand export sales."

An agreement between a manufacturer and an export sales firm generally provides for territory to be covered, products to be sold, work and expenses to be assumed by the combination export manager or foreign sales firm, fees and commissions, advertising and distribution of sales literature.

How it works

How does it work? Put briefly, a foreign trade, or combination export management firm, works for several non-competitive manufacturers, conducts business in its own offices, handles all sales correspondence and orders, appoints foreign distributors and agents, assists in selecting appropriate advertising media and helps prepare export advertising literature.

Orders from overseas processed and referred to the manufacturer with instructions for packing and shipping to seaboard. The export management firm handles preparation of export documents, insurance from warehouse to destination, booking and clearing shipment with the shipping line, necessary consular documentation, and correspondence with banks, agents and customers.

Manufacturers not now exporting should ponder these facts:

The Export-Import Bank lends millions of dollars to help finance export shipments.

The Agency for International Development provides many more millions for orders shipped to AID countries.

The Foreign Credit Insurance Association offers insurance against credit losses overseas. Historically, credit losses overseas are less than in the dometic market.

U.S. commercial banks advance funds against export documents.

The U.S. Department of Commerce lends valuable assistance and advice to manufacturers seeking export sales.

If a manufacturer does not wish to carry on his own export business, qualified combination export managers and foreign sales organizations will set up and operate an export department for him.

the author

Earl A. Denton, a native of Nashville, Tenn., has been engaged in export management for U.S. manufacturers for more than 25 years. He is active in the Chicago Association of Commerce and Industry, the Chicago World Trade Conferences and the International Trade Club of Chicago, of which he is past president. He is the export member of the Small Business Administration's Midwest Advisory Group, is one of the founders of the Overseas Sales and Marketing Association of America, and is a member of the Midwest Regional Export Expansion Council.

Key speakers named for admen's caucus

Is the overseas consumer getting your message?

Leading publicists will analyze this question and provide some answers for world-market-minded businessmen at the second annual Midwestern Advertising Caucus, meeting Wednesday, March 3, in Chicago's Sheraton Hotel.

Sponsored by the Chicago chapter of the International Advertising Association, Inc., the Caucus will open at 9 a.m. Featured topics, speakers and discussion leaders will include:

"Planning, Producing and Measuring International Public Relations." Geoff Deakin, advertising and public relations supervisor, International Harvester Co. of Great Britain; Norvel Surbaugh, administrative assistant to the vice president in charge of international operations, Sears, Roebuck & Co.; Robert Leaf, vice president, Burson-Marsteller Associates, and Norman Green, editor-in-chief, Intercontinental Publications, Inc.

"What International Marketing Management Wants In, and From, the Advertising Budget." Luncheon keynoter Francis X. White, vice president, American Metal Climax, Inc.

"Planning, Selling and Justifying the International Advertising Budget/Program." C. D. Fales, vice president and general sales manager, international division, Ralston Purina Co.; Edward D. Baynes, Jr., export advertising manager, Champion Spark Plug Co.; John A. Ward, president, Management Planning, Inc., and Jack Abrams, vice president, Market Facts ROC International, Inc.

Roundtable Discussions. Morning moderator, Sylvan M. Barnet, Jr., vice president, international division, Barnet & Reef; afternoon moderator, Oscar Cornejo, overseas advertising and public relations manager, John Deere & Co.

BUSINESS LEADERS MEET

Plan dollar cut abroad

Corporate chiefs hear President and cabinet officials ask for cut in overseas spending

Many of the nation's leading businessmen and bankers, some 370 in all, met with President Johnson, Secretary of Commerce Connor, Treasury Secretary Dillon, Defense Secretary McNamara and Foreign Aid Administrator Bell and other government officials on Feb. 18 at the White House to discuss plans to overcome the nation's balance-of-payment problem.

The President asked the business leaders to join a "voluntary partnership" in stopping the flow of dollars out of the country. He stressed the strength of the economy, the dollar and U.S. assets overseas.

(The complete text of the President's talk at the closed-door session appears on pages 12 and 13 of this issue)

"We face a problem that we must not ignore," the President told the group. "Our cash position has been impaired by seven straight years of balance-of-payments deficits. Our wealth abroad, however, has grown steadily and this year our balance-of-payments actually improved although the last quarter did not permit it to improve to the extent that we had anticipated."

He warned the group that there was no painless solution to the problem but he promised that the deficit could be corrected without crippling the economy. He promised that the government was, and would continue, to cut back its dollar drain and he listed the following constructive steps to encourage a more favorable dollar balance:

- To assist the American businessman to develop even bigger export markets.
- To abolish discriminatory freight rates and other obstacles to American exports.
- To encourage greater foreign purchases of corporate securities in this country.
- To promote more travel in the United States by American and foreign tourists.
- And most important—and here Government relies on business and labor—to support wage price guideposts and to keep American products competitive in world markets.

"I want you to go back to your office," he told the group, "and call your financial men and your economists and your comptrollers and your vice presidents and I would hope that you will ask them in a reasonable way to consult with you every time they face a decision that involves spending abroad. And I count on you just as I am going to count on Bob McNamara and Dave Bell to cut those outflows as much as possible."

Secretary Connor, in his White House talk to the group, asked for their full cooperation and sympathetic understanding.

"We fully recognize that your business activities have resulted in substantial net gains in our payments position," he said.

"We know that the income from your overseas investments has been of great benefit to our country, as well as to your companies. We are also aware that our export position would not be as strong as it is today if you had not made the investments, if you had not established the necessary overseas subsidiaries and branches, to hold and expand your markets for products and component parts and intermediates and supplies produced in the United States.

Program of objectives

"We are equally aware that we are not talking about painless sacrifices in this balance of payments program. What we are asking of you is going to hurt.

"But our payments position is acute. And if we are to maintain our position in the world—both our political and our economic positions—we must ask you to do more. We must ask you to make an even greater contribution to our net payments position.

"We do not intend to tell you what you can or cannot do. We are not going to tell you how to run your business at home or abroad. But we are going to ask you to accept voluntarily certain definite objectives and obligations in the national interest and in your own ultimate best interest.

(The program of objectives to which the Secretary referred is published on page 14 of this issue).

"This is a voluntary program because we believe this is the best way to get the job done. What we seek is the release of the full creative abilities of the top officers of the several hundred companies that have a significant impact upon our balance of payments position. This is the only way we can get programs tailormade to fit your individual situations. You have to determine for your own companies what you can do to help business make an even greater contribution to the solution of our payments problem.

Balance own ledger

"So this is what we are asking: We want the head of each of the companies with substantial international business to develop a balance of payments ledger for his own company.

"Our concern is with the overall balance on your total receipts and payments which in turn has an important effect on the Nation's balance of payments. Your problem is to make a significant contribution through your company to a substantially improved national balance.

"We are throwing the ball to you, and asking your help.

"I know you will not fail to meet this challenge.

"We are asking you to commit yourselves to concrete improvement in your own balance of payments ledgers. We ask you to accept the goal of improving your overall balance of payments performance in 1965 by 15 to 20 percent over your 1964 results.

"How can you do this? You can:

1. Expand exports—either through independent channels or to and through your foreign affiliates.
2. Develop new export markets in which you have not been active.
3. Increase your use of American-flag vessels and airlines.
4. Avoid or postpone direct investment in *developed* countries in marginal projects and in projects which do not soon result in higher exports or larger investment incomes.
5. Restrain financing of direct investments abroad from funds earned or raised in the United States, or from foreign earnings that ordinarily would be repatriated.
6. Make greater use of funds raised abroad to finance direct investments in

other countries—even though the financing charges are higher than in the United States.

7. Sell equities in foreign subsidiaries to residents of the host countries.

8. Accelerate the repatriation of income earned abroad.

9. Minimize the outflow of short-term financial funds and arrange for the orderly repatriation of such funds previously invested abroad. In particular, bring back the money some of you sent abroad recently to get prepared for contingencies that have not materialized.

"In our voluntary cooperation program we will depend upon you to determine the proper combination of these measures, and we hope you will be able to develop additional measures, suitable to your particular activities.

"But we ask that you keep us informed of your activities, of what you are trying to do, and of the problems you encounter in trying to improve your payments position. We also ask that you notify us before new investment projects of $10 million or more are undertaken in developed countries so that we can give you any necessary guidance and advice.

"Your company's part in this effort should be the concern of your top executive officials. I certainly intend to take my responsibilities in this matter very seriously and very personally.

"We will seek the counsel of an Advisory Committee of outstanding businessmen in the administration of this program. But the responsibility will be mine —as I hope you will make your company's payments ledger your personal responsibility.

"I am sure I need not tell you how appreciative we are of your attendance here today. You have contributed much to the financial strength of our country. But now we need an even greater effort. I am confident we can count on your complete and determined support to make this program in business-government cooperation an outstanding success."

WHITE HOUSE TALK

Remarks of the President

Speaks to nation's leaders in the world of international business and banking

Gentlemen, I want to welcome you to the White House today and I want to personally thank each of you for taking your time and your money to come here to visit with us about problems that concern your country.

I asked you here today because you are America's leaders in the world of international business and banking. Your country needs your help. I think you all know the tough problems the balance-of-payments brings us to face. So I hope that you will feel that you can join your government in a new and I believe a bold attack on this problem.

I want no one to mistake my message. I believe America leads from strength. Today, as you know so well, our economy is more productive and is more efficient than any economy in the world.

America holds the world's strongest creditor position. America has the world's most favorable trade position. America has the world's largest supply of gold.

Along with four years of steady expansion, we can take great pride in more stable costs and more stable prices than can any other country. We take pride in the striking advances in America's ability to meet and beat competition in world markets. We can take pride in renewed confidence in the dollar, as we have again proved our ability and our resolve to keep it good as gold, at $35 an ounce.

So our economy is strong and our dollar is sound. Yet we face a problem that we must not ignore. Our cash position has been impaired by seven straight years of balance-of-payments deficits. Our wealth abroad, however, has grown steadily and this year our balance-of-payments position actually improved although the last quarter did not permit it to improve to the extent that we had anticipated.

You bankers might put it this way: we are highly solvent, but not liquid enough. Or some of you business executives might say our balance sheet is strong but our current ratio could be better.

Problem not staggering

This problem is a very stubborn one but it is not staggering and it can be solved. It means wiping out a deficit that is less than ½ of 1% of our gross national product.

Problems do not have to be big in order to be serious. President John Adams wrote his wife that "Those who attend to small expenses are always rich." In terms of our payments deficit, let me recast his advice to read: "Those who ignore small deficits will not remain rich."

Like any good company, our nation must correct this drain on its cash reserves. We mean to do it without disorder and without prejudice to our nation's role as leader in the free world.

There are no easy, painless solutions to this problem. A painless program would be a pointless program. But we can correct our external payments deficit without crippling our economy.

The job that we face together requires the best efforts that we can muster.

Secretary McNamara will tell you of the fine progress that has been made by the Defense Department in cutting back military outlays abroad. And despite this fine record I have asked him to redouble his efforts so that not one unnecessary dollar goes overseas. I think I will ask him to tell you what he has done, what he proposes to do and then answer any questions that you care to ask him about it. So those of you who want to bring the troops home, those who want to cancel the six billion orders he received through his sales offers in sales abroad, get your pencils out and prepare your questions and I will see if he can answer them.

Administrator Bell will report to you of the foreign aid administration purchases that are now made here at home. I believe he will tell you that more than $.85 out of every dollar allotted in foreign aid is purchased here at home. I have asked him to see that no assistance leaves this country in the form of cash that could in any way go in the form of goods or services.

Your government is doing its utmost to cut back its dollar drain. We are determined to do what we can to encourage a more favorable dollar balance through constructive steps. To assist the American businessman to develop even bigger export markets, to abolish discriminatory freight rates and other obstacles to American exports; to encourage greater foreign purchases of corporate securities in this country; to promote more travel in the United States by American and foreign tourists. Most important—and here gov-

ernment relies on business and labor—to support the wage-price guideposts and to keep American products competitive in world markets.

Rising trade surplus

As you know, our payments problem is not an export problem. As a matter of fact, we have none of the traditional earmarks of the payments problem—trade deficits and inflation. On the contrary, we have a rising trade surplus and we have price stability.

You men deserve a lion's share of the credit for that. You can, and I know that you will, try to cooperate with us in helping to do more. Your great talent for developing markets, meeting consumer needs, promoting sales must, and I hope will be used to the hilt in trying again this year to boost our exports further.

But to get the whole job done we need to go beyond these efforts. We have to deal head-on with the surging outflow of private capital. Last year it ran more than $2 billion over 1963, and it ran more than $2½ billion over 1960.

And as a result, our rising exports, rising short-term interest rates, falling defense and aid outflows have not yet cut our deficit enough, although we cut it last year. So we must act and we must act together, we must act promptly, we must act firmly and we must try to curb this drain.

As the distinguished Secretary of the Treasury, Mr. Dillon, will tell you, we have already acted to cut down the flow of dollars to foreign borrowers. I have invoked the Gore Amendment to apply the Interest Equalization Tax to bank loans of more than one year. And we are asking the Congress to continue the Tax and to extend it to non-bank credit of one year or more maturity. We think this will help.

Voluntary partnership

But you and I know that it is not enough. Capital will still flow abroad to the advanced countries from your banks and from your businesses unless you stop it. So I am asking you today to join hands with your government in a voluntary partnership. I am asking you to show the world that an aroused and a responsible business community in America can close ranks and make a voluntary program work.

I want you to go back to your offices and call to your desk your financial men and your economists and your comptrollers and your vice presidents and I would hope that you would ask them in a reasonable way to consult with you every time they face a decision that involves sending money abroad. And I count on you just as I am going to count on Bob McNamara and Dave Bell to cut those outflows as much as possible.

I know this will involve some pain. I know it will involve some sacrifices and it will mean passing up some opportunity for additional profits but in the end I earnestly believe that your country and your industry and your stockholders will be the better for it.

My counselors tell me that $2 billion of American-owned money is held overseas in time-deposits and liquid securities that earn an interest advantage of a fraction of one percent. For every million dollars of this drain on your country's balance of payments your company is earning an after-tax return of at the most, $2500 a year. I ask you to balance this small gain against your nation's loss.

Face tough decisions

Every bank and every company will face choices like this. And I ask you to face even tougher decisions: to postpone, to redirect, or to refinance activities in the developed world in ways that will cut your country's dollar outflows; to speed the return of foreign earnings to this country and to boost our dollar inflows.

I would hope that you would apply this test to your decisions: not simply what is my short-run responsibility to my stockholders and my investors, but what is their larger, their longer range interest, and what is my country's interest.

You won't have easy decisions to make. Secretary Dillon, Secretary Connor and Chairman Martin of the Federal Reserve will offer some targets and some guidelines, some advice and some sympathy, some help and I hope some leadership. But the decisions are going to be yours, that you will voluntarily make.

And as you make those hard choices in behalf of your country's well-being, I hope you will remember that you are not acting alone. As President of your country, I pledge you whatever actions prove necessary to keep your country strong and to keep your dollar sound.

Some pain, cost, loss

Together, I would like to say to the rest of the world and to show the rest of the world that our government-business partnership in America works. And in spite of some pain and some cost, and some loss in business and some loss in profits, I believe I know you well enough to say that you will feel that you are getting something really invaluable in return.

I believe that you will improve the prospects for your own business future by removing a threat which could block our future expansion. I believe you will have the satisfaction and the pride of having made a voluntary contribution to increasing the strength of your country.

I have faith in the free enterprise system. I have faith that you can take up this challenge with the same vigor, with the same vision, with the same progressive enlightened self-interest that you have already shown in building the great economy of this Nation and setting the pace that every other country in the world would like to emulate.

Thank you very much.

Seminars covering export principles, techniques slated

A six-week "how to do it" seminar on exporting principles and techniques is scheduled March 9-April 13 in Chicago.

Meeting on successive Tuesday evenings (6:15 to 8:15) in the La Salle Hotel, the series of lecture-discussions will constitute the fourth annual export seminar sponsored by the International Trade Club of Chicago.

At the March 9 opening session, "Entering Export Markets" will be discussed by Anthony J. Buchar, U.S. Department of Commerce Chicago Field Office director, and Manuel J. Correa, vice president, International Amarex, Inc.

Fundamentals

International trade executives and specialists in various fields of international commerce will present material designed for firms which have recently entered or are presently considering overseas markets. Firms long established in foreign markets send some of their less experienced personnel to the seminars.

Registration for the series is $12.50 for members and their staffs, $17.50 for representatives of non-member firms. Tickets will not be sold for individual sessions.

Subjects of the six sessions are: Entering Export Markets, March 9; Market Evaluation and Research, March 16; Financing Export Sales, March 23; Export Documentation and Marine Insurance, March 30; Export Transportation, April 6, and Selling and Developing Overseas Markets, April 13.

Write: Grace Pertell, International Trade Club of Chicago, 140 South Dearborn St., Chicago, Ill. 60603. Telephone: 726-1978.

Program of voluntary cooperation

with U.S. business to improve the balance of payments

I. *Program Objective*

The program is designed to encourage business executives to achieve improvements in the balance of payments on certain international transactions of their firms. The balance can be improved either by increasing credits, i.e., exports, earnings from foreign investments, repatriations of capital, or by reductions in debits, chiefly new investments. The methods by which these improvements can be achieved will be left to the decisions of each company participating in the program . . .

> *But it is necessary to ask the business community to expand substantially their contribution toward balancing our foreign accounts.*

Voluntary cooperation is sought only with respect to selected transactions with developed countries. Investments in less developed countries continue to be encouraged. Exports to both developed and less developed countries will also be encouraged.

II. *Which Firms will be Asked to Participate*

Firms with investments in developed countries of $10 million or more at the end of 1964 or exports of $10 million or more during 1964 will be asked to participate in the program.

III. *Periodic Reports will be Requested*

1. The firms will be requested to fill in a quarterly questionnaire containing data on their past transactions and quarterly projections for the following year.

2. The chief executives of each firm will be asked to return with each questionnaire a commentary describing the steps they have taken to achieve the improvement indicated.

3. Each participating firm will be requested to notify the Secretary of Commerce of new investment projects of $10 million or more to be undertaken in developed foreign countries.

IV. *Alternative Means of Achieving Improvements*

Business firms will be encouraged to pursue a number of policies to improve the balance in 1965:

1. Expansion of exports through independent channels and to or through foreign affiliates.

2. Development of new export markets in countries in which they are not now active.

3. Acceleration in the repatriation of income earned in developed countries.

4. Avoidance or postponement of direct investment in marginal projects and in projects which do not quickly result in higher exports or investment incomes in developed countries.

5. Restraint in financing new direct investments in developed countries with funds raised in the United States or earned abroad and which would ordinarily be repatriated.

6. Greater use of funds raised in developed countries to finance direct investments in those countries, although the financing charges are higher than in the United States.

7. Sale of equities in foreign subsidiaries to residents of the host countries.

8. Increased use of American flag vessels and airlines.

9. In the short run major improvement in the balance of payments can be achieved by minimizing the outflows of short-term financial funds and by orderly repatriation of such funds previously invested abroad.

V. *Guidelines for Improvement in 1965*

The program does not require that the Commerce Department *set* specific and detailed goals for individual businesses. But it does appear desirable to *suggest* the type of improvement toward which individual enterprises should aim:

1. *Short-term Foreign Financial Assets.* These foreign assets (mainly interest-bearing bank deposits and short-term commercial and government obligations) held by United States nonfinancial corporations amounted to about $2.0 billion at the end of last year, having increased by at least $0.5 billion during the year.

   These holdings (except for the small balances required for working capital) should not be increased above the volume outstanding on December 31, 1964.

   Wherever possible, these holdings should be reduced in an orderly fashion, during the course of 1965, to a level roughly equal to the 1963 amount outstanding.

2. *Exports, Earnings on Investments and Other Capital Transactions.* Corporations should review all of their opportunities to make a greater contribution to the improvement in the Nation's balance of payments.

   Improvements could result from:

   An increase in exports.

   An increase in earnings on investments and income from royalties, fees, etc.

   A reduction in capital outflows for direct investment.

   Each of these should be examined separately, but which of these means (taken alone or in combination with others) the corporation adopts is a matter to be decided by the chief executive of each firm.

   However, the general aim should be an improvement during 1965 amounting to about 15-20 per cent of the performance in 1964.

   Moreover, firms enjoying favorable markets abroad are expected to contribute relatively more to the improvement in the balance of payments than those firms whose markets are growing more slowly.

   Appropriate contributions are also expected of those firms whose new investments in 1964 were substantially financed by foreign receipts.

VI. *Administration of the Program*

1. The questionnaires, commentaries and advance notifications are to be returned to the Office of the Secretary of Commerce.

2. A staff responsible to the Assistant Secretary for Economic Affairs will examine the returned questionnaires and commentaries and evaluate them to determine whether the improvements set by the firms conform to the recommended goal, and whether the actual performance conforms to the targets.

3. In those cases where the questionnaires and commentaries indicate a less than desirable performance, they will be brought to the attention of the Secretary of Commerce who will designate one of his Secretarial Officers to discuss with the responsible executives means to improve the performance of their firms. If these discussions are not successful, the Secretary of Commerce himself will contact the firm.

4. In the conduct of the program, the Secretary will have the assistance of an Advisory Committee of business executives.

In which Cooley loans are discussed—somewhat

EDITOR'S NOTE: The movement to curb U.S. investment in the world's industrialized nations may result in many businessmen taking a closer look at the "Cooley Loan Program." Often, when Cooley Loans are mentioned, someone will say "What's that?" International Commerce has published a number of articles on this subject, the latest having appeared in the December 28th issue. In the following piece, staff writer McDermott takes a rather light approach to a serious subject but he does it with full knowledge of the importance of the program, and in the hopes that readers who may have skipped over his other articles will perhaps now give the program consideration.

By ARTHUR P. McDERMOTT
Staff Writer

"If we're supposed to keep our dollars at home, how can U.S. firms take advantage of the investment opportunities that are crying-out to be made around the globe," cried Hypothetical P. Businessman.

"That's easy," said Helpful Harry, confidant of Corporation Presidents and an all-around sage, "just get a Cooley Loan."

"What in the world are you talking about?"

"Good grief, H.P., haven't you heard of the Cooley Loan Program? It provides local currencies to U.S. businessmen who want to set up an operation overseas," said Harry, aghast.

No strings?

"No strings attached?" said Mr. Businessman, his pulse quickening.

"Well, H.P., they don't like you to start a business that will compete with U.S. products either in the world or the American markets. The host government also has to approve each project."

"That's not *too* unreasonable . . . well, don't just stand there Harry, tell me more. Where does all this wonderful money come from?"

"AID sets aside a portion of the local funds it receives in payment for our Food for Peace shipments. Any U.S. firm, or its branch, affiliate or subsidiary is eligible for a loan, as long as it's used to promote business or trade in the country where the funds originated," Harry explained. "Since most of these countries are in the developing category, manufacturing projects that would contribute to economic growth are preferred, but there are no formal requirements or restrictions."

"What countries can I get loans in?"

"Most of those that are buying Food for Peace commodities. Early in February AID had the equivalent of $112 million in the currencies of 23 nations available for loans to businessmen. Since the program began in 1954, 265 loans for the equivalent of $213 million have been made," said Harry.

"That's quite a bundle," said an awed Mr. Businessman. "What are the limits for an individual loan?"

"There are no formal limits. Loans are made to fit the projects. They've run as high as the equivalent of $22.6 million for a fertilizer plant and as low as $8,000 for a popcorn-making project. If your project's worthwhile, you'll probably get your loan."

"And how many loans can I make?"

Justification

"As many as you can justify."

"Are these loans confined to countries in any one particular part of the world?"

"In theory, no. However, 79 of the 110 loans made since AID began administering the program in 1962 have gone to the Near East-South Asia area, and only one went to Africa. Recent agreements with several newly-independent African countries are making their currencies available to prospective U.S. investors, and should help cure this imbalance."

"You make a mighty strong case, Harry my boy, but since the President is asking us private businessmen to put the brakes on our overseas operations, I just couldn't see my way clear to opening another plant abroad."

"H.P., you surprise me. This is precisely the kind of investment the President is asking you businessmen to concentrate on. In addition to any profits you might make, you'd also be doing your patriotic duty in helping to build healthy economies in the developing countries by spreading the free enterprise system," said Harry, snapping to attention.

A cloud passed over Mr. Businessman's face. "What about terms?" he asked.

"AID tries to put you on an equal footing with local businessmen. They can't undercut the local banks by giving easier terms on loans, so they charge the same rates as the local development banks. In practice this has worked out to a low of 4% on a home loan to Colombia, and a high of 12% on several loans to projects in Taiwan. Repayment periods generally do not exceed 10 years, but have run higher. Loans are repayable in the currency borrowed."

"That sounds fair enough. Just what can I buy with these funds?"

"Most Cooley loans have been used for working capital, purchase of land, construction costs, and to pay for local goods and services," recited Harry.

"Old boy, you've convinced me. Who do I contact to let them know I've decided to take some of that money off their hands?"

"Write to the Office of Development Finance and Private Enterprise, AID, Washington, D.C. 20523. Ask for their booklet, *Aids to Business*. It describes the whole Cooley Loan Program and tells how to apply."

"Harry, my boy, how would you like to run our Ruritania branch?"

ECSC announces quotas for foundry pig iron

The High Authority of the European Coal and Steel Community has granted tariff quotas valid through calendar 1965 for foundry pig iron imported from third countries by individual Member States.

Affected are Common External Tariff Nos. 7301BII and 7301CII referring, respectively, to hematite pig with 1.5% or less by weight of manganese and phosphorous iron with over 1% by weight of silicon, for both of which the customs duty for in-quota importation is 5% a.v. (as against the $7 per ton specific duty effective since Feb. 15, 1964).

In comparison with last year's, the German, French and Dutch quotas have been increased, the Belgian unchanged and the Italian, still the largest, slightly reduced.

The quotas, in metric tons, for the individual Member States are:

F. R. Ger., 71,000; Belg.-Lux., 25,000; France, 10,000; Italy, 161,000; Netherlands, 10,000.

Processed fruit imports liberalized by Germany

Germany has liberalized certain processed fruit imports when in containers of less than 11 pounds.

Products concerned are figs; roasted and salted peanuts, cashew nuts, other nuts, almonds, and mixtures thereof; and cocktail and maraschino cherries in glasses holding up to 8 ounces.

119 investment proposals received recently from less developed countries

Both capital participation and technical know-how sought by firms and governments offering joint ventures to U.S.

By CATHERINE FLECK
Staff Writer

U.S. businessmen were offered approximately 119 investment proposals from less developed countries around the world from early December to the present, a check of recent issues of the INTERNATIONAL COMMERCE investment section shows.

Most proposals were joint venture offers—mainly requests both for capital participation and technical know-how. Some requests for U.S. partners came from firms seeking technical assistance only to set up manufacturing plants or to expand existing facilities.

Capital outlay, to a large extent, was specified to cover costs of importation of the necessary U.S. equipment and machinery for manufacturing projects.

The offers came largely from private firms, businessmen or groups, but a few originated from government agencies or corporations.

India heads list

India headed the list of 20 less developed countries indicating a desire for U.S. investment during the period covered with 25 joint venture offers originating from local firms in that country.

One business group, planning several projects in the petro-chemical field, wished to contact U.S. firms to discuss possible assistance in the projects.

A machine tool manufacturer sought to conclude a technical assistance arrangement with an experienced U.S. producer of the same equipment. Financial participation was not involved in this offer.

Some firms proposed using existing facilities; others wished to expand and construct additional plants; still more planned to start from scratch and their offers included construction of manufacturing facilities.

The joint venture offers from India included production of steel structurals, graphite crucibles, prefabricated houses, cotton textiles, power take-offs for automotive vehicles, water thermostats, heavy chemicals, printing machinery, textile chemicals, pharmaceutical chemicals, engineering hardware, glass-lined equipment, mechanical equipment, vat dyes, precision tools, steel castings and forgings, pig iron, gas cylinders, typewriter ribbons and carbon paper.

Pakistan is runner-up

Pakistan followed India in number of investment offers for that period.

Six proposals were made by Pakistani firms and Government agencies for partnerships with U.S. firms interested in commercial fishing, construction projects, television station facilities, bearing production, cement production, and manufacturing of various kinds of insecticides.

From Mexico came a joint venture offer to make epoxy paints as well as four requests for U.S. licenses to produce advertising novelties, electronic components, disposable syringes, and electrical articles, appliances and fixtures.

Trade Missions to Greece and Yugoslavia reported 62 offers from local manufacturers to U.S. firms interested in investment in those countries. Yugoslavian firms made 33 offers for joint ventures and licenses to produce U.S. goods locally. Greece reported 27 joint venture proposals, one licensing request to produce hair dyes and pharmaceutical preparations, and a request for financial help in construction of a resort hotel.

In addition, four follow-up offers came from the Trade Mission to Central America and Panama which had made a report earlier in the fall. These offers included two from Honduran firms requesting joint ventures and two from Panama—a license request and a joint venture proposal.

Countries representing the remainder of investment offers covered the Near East, Far East, Latin America and Africa.

A joint venture proposal was received from a Malaysian steel mill; a Ugandan firm asked for a joint venture with a U.S. chemical and pharmaceutical company. A rubber shoe and sandal producer in the Philippines sought a licensing arrangement for the use of U.S. trademarks, styles and designs with or without technical and financial assistance.

A request for technical assistance and minority capital participation was made by a firm in Senegal which planned to develop the palm oil industry and produce margarine and soap locally.

Two Korean manufacturers made joint venture proposals—one for technical assistance in the production of wigs; the other, a producer of ball bearings, outlined plans to establish a nitrocellulose plant and a smokeless powder plant.

Technical assistance important

Offers from two Israeli businessmen did not include financial participation. Their main concern was securing U.S. technical assistance to establish a plant to preserve raw fruit, and facilities for fiber glass liquid bulk containers to be mounted on truck chassis.

From Latin America came offers from a Venezuelan desiring assistance in the manufacture of automotive wheels and a Brazilian manufacturer of metal-working machinery who requested technical assistance and capital for expansion purposes.

In Africa, the Rwandan Government asked a U.S. firm to establish manufacturing facilities to produce hoes and other hand tools needed for the country's agricultural development.

A Ugandan mine operator looked for a partnership to expand and modernize his mining operations. Four beryl and columbite mining concessions were involved in this request for technical know-how and capital to buy necessary U.S. equipment.

A Ceylonese Government chemical corporation asked for assistance in construction of a chemical complex on a joint venture basis.

Two fertilizer plants were requested for Viet-Nam and a Thai businessman asked U.S. help to establish a factory to produce pre-treated veneer sheets. Management and technical assistance would be required for the latter venture.

In most cases, U.S. firms wishing to invest in less developed countries are directed to contact the local manufacturer on the terms proposed and the amount of investment required for a specific project.

Additional information often is available from the Office of International Investment, Bureau of International Commerce, which processes the investment proposals appearing in INTERNATIONAL COMMERCE. Assistance and information may also be obtained at any U.S. Department of Commerce Field Office.

Gateway to new profits

Readers say 'thanks for trade leads' which specify new markets for their products

by JOYCE S. FIELD
Staff Writer

There is a story going the rounds that two competing shoe firms sent salesmen to explore the possibilities of African markets. After the first day, one salesman wired his office: "There is no market for shoes here. Hardly anybody wears them." The competing salesman wired his home office: "There is a tremendous market for shoes here. Hardly anybody has them."

It is evident from this story, apocryphal though it may be, that opportunity lies in the eye of the beholder. It becomes a question of evaluating the market potential.

INTERNATIONAL COMMERCE, through its World Trade Opportunities section, offers new business possibilities to every present and potential U.S. exporter. In 1964, some 31,250 trade leads were published. These trade leads have provided the impetus for many U.S. businessmen to enter the export field for the first time. Since 1962, more than 4,000 firms have become new exporters.

Enjoy accelerated growth

Some of the companies which opened these doors of opportunity and are now reaping profits had this to say about trade leads:

A grain company in Arkansas—"Our rapid and successful entry into the export market for soybean products has resulted in sales going from nothing in 1961 to over $1 million in direct exports."

A manufacturer of fire fighting apparatus in Missouri reports that within a year his small firm shipped six fire trucks to Chile and Thailand.

A produce firm in New York City—The firm's first order was obtained as a direct result of a Trade Lead in INTERNATIONAL COMMERCE. The firm, now well established in several foreign markets, thanks the Commerce Department for its excellent Trade Lists service and its World Trade Directory Reports which have enabled it to confidently continue and expand its export operations.

A peach grower and packer in South Carolina became interested in exporting after the end of the last peach season.

CONSTRUCTION OF RAILROAD BRIDGE in Nigeria (above) symbolizes industrial expansion programs in progress throughout Africa and suggests something of the variety of world trade opportunities available to U.S. manufacturers. Dock scene at busy Port of Manila (below) offers similar hint of export possibilities. Philippine purchases this year will include machinery, transport equipment, textiles, foods and plastics.

STEEPLES, CRANES AND MASTS OF SHIPS are high points in the skyline of the French port of Bordeaux.

Names and addresses of fruit importers and dealers were obtained from Trade Leads and their reliability was checked through World Trade Directory reports. Result—the exportation of a large shipment of fresh peaches to Europe.

A manufacturer of pressure valves in Ohio wrote: "Prior to this time, we had sold only on the domestic market. We have now secured orders in Australia, Japan, Canada, Europe, and South America and feel confident that these markets will grow."

A paper company in Florida indicated that it had acquired five new export customers with a potential volume in shipments of $25,000 and said, "We would like to express our sincere thanks to you for exposing us to the opportunities which heretofore have been unknown to us."

These are but a few excerpts from the many letters of appreciation for Trade Leads received by the Department of Commerce.

Foreign reaction

On the other side of the coin, reaction is just as enthusiastic from foreign businessmen to the Trade Leads in INTERNATIONAL COMMERCE. Publication of their trade opportunities enabled them to establish contact with U.S. suppliers.

From the Philippines: "Got responses from several U.S. companies on request for prices and information on clothing and bought about $100,000 worth."

From France: "One hundred U.S. firms have written us. Business has been concluded with 25 of them."

From Nigeria: "Several firms sent information on cotton prints and we have since bought $28,000 worth from one."

From Baghdad: "Our publication of a trade opportunity resulted in being dealer for two U.S. firms manufacturing refrigerators and air conditioners."

From Australia: "Submitted two trade opportunities for publication in INTERNATIONAL COMMERCE and as a result obtained agency agreements with nine U.S. firms."

And, from Lahore, West Pakistan, 68 firms that had trade opportunities printed in INTERNATIONAL COMMERCE reported a total of 3,902 responses from U.S. companies in six months.

These, of course, are but a very few of the many responses received.

Read and heed

A word of caution, however, is offered to all potential exporters by the Commerce Department's Trade Opportunities Staff, Business and Defense Services Administration:

"In most instances, all available pertinent information is published, and exporters should contact the foreign buyer directly with a detailed responsive offer. Occasionally, the potential exporter will lose time—and perhaps a sale—by sending his offer to the Department of Commerce, or, by requesting more information from Commerce, or, when writing directly to the foreign buyer, by failing to provide sufficiently detailed information concerning his product. In those cases, where the detailed specifications are too voluminous for publication, the published item will indicate that additional information or specifications are available from Commerce.

"When the foreign firm does not wish its identity divulged, the address will be shown as a Box Number, c/o Trade Opportunities Staff, in which case the offers should be sent to Commerce for forwarding to the foreign firm."

In this week's issue starting on page 33 there are about 275 trade opportunities awaiting enterprising exporters.

In Europe and in Asia, in Latin America and in Africa, new markets are constantly opening up. Some of them may present difficulties but their promise is immense. All over the world standards of living are being improved and new consumers are eager for new products—"Made in U.S.A."

Winner of the President's "E" award for export excellence, Audrey Marsh King of the Marsh Stencil Co. has this observation for potential exporters:

"If you agree with the great truth that 'Thinking created all the wealth in the world,' then why don't you sit down and do a little thinking about getting into world trade?"

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Leeman-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 525-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 309 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15219, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00927, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4753.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Manufacturers in housewares industry take first-hand look at European mart

NHMA mission surveys market in Germany, Italy, France, England; Chicago club members to fly to opening of Milan Trade Center show

The U.S. housewares industry is almost meeting itself coming and going this month.

A 60-member trade mission, organized by the National Housewares Manufacturers Association (NHMA), is touring Europe to investigate markets for U.S. products. The mission is expected to return March 9.

On March 18, about 80 members of the Chicago Housewares Club will board a chartered plane scheduled to arrive next day in Milan in time for the March 20 opening of the U.S. Trade Center's Housewares Show.

Mission visits fairs

The NHMA mission was briefed in Washington by Bureau of International Commerce (BIC) trade specialists before leaving on its three-week trip to Frankfurt, Duesseldorf, Cologne, Paris, Milan and London. While overseas, the members are visiting selected retail outlets and consulting with European importers, wholesalers and manufacturers.

The group is viewing the Cologne International Housewares Show and the Frankfurt International Fair, and will extend invitations to European merchandisers to attend the 43d NHMA National Housewares Exhibit in Chicago, next July 12-16. The mission members represent more than 40 companies which are exhibitors in the National Housewares Exhibits.

Dolph Zapfel, managing director and secretary of NHMA, is the mission leader. The entire industry will be supplied with a report of the team's study.

Club flies to Trade Center

For the Trade Center show in Milan, the Chicago Housewares Club airlift will transport both participants and observers. Among the participants from Illinois are:

Atwood Co., Chicago; Berns Air King Corp., Chicago; Dormeyer, Inc., Chicago; Forms, Inc., Chicago; Graylin Housewares, Elgin; Hanson Scale Co., Northbrook; Moses Brothers, Chicago; National Brush Co., Aurora.

Housewares was selected by BIC as a theme for the Trade Center after a market survey conducted for BIC in Italy indicated the time was ripe for U.S. firms to increase their share of this market. In 1963 the United States exported $1.7 million worth of housewares to Italy, accounting for about 24% of total Italian imports.

IN WASHINGTON before departure for Europe, some members of NHMA trade mission hear Eugene M. Braderman (standing), BIC Director, and Roy Gootenberg (to left), Trade Missions Division.

Trade, government leaders to review marketing picture

A variety of participants from government and scholarly circles will meet with business and management spokesmen for a comprehensive examination of "The Economic Role of Marketing in a Free World" at the Shoreham Hotel, Washington, D.C., March 18-19.

In exploring this general theme, the Fifth Annual Washington Conference on Business-Government Relations in Marketing will emphasize, through a series of concurrent panel sessions and general sessions, sub-themes including Government as a Market, International Marketing, Marketing Data—Sources and Applications, Marketing—the Economic Route Toward the Great Society, and Regulation —Its Impact on Marketing.

Called together for the occasion by American University's School of Business Administration will be prominent corporation executives, officials of several departments of Government, the House Select Committee on Small Business, the Federal Trade Commission, the Brookings Institution, the National Retail Merchants Association, the Bureau of National Affairs, the United States-Japan Trade Council, and others.

Commerce representatives

Appearing on the program for the Department of Commerce will be Eugene M. Braderman, director of the Bureau of International Commerce, and panelists from the Census Bureau and the Office of Business Economics.

Write: Dr. Ole S. Johnson, Director, Fifth Annual Washington Conference on Business-Government Relations in Marketing, American University, Washington, D.C., 20016.

Business information centers at fairs in Europe to present proposals of U.S. companies

Invite specific offers to be discussed with exhibitors and visitors at five fairs in France, Germany, Belgium

U.S. businessmen looking for a low-cost method of building export sales have an opportunity to do some groundwork this month.

The Bureau of International Commerce is inviting business proposals of manufacturers and suppliers for the attention of exhibitors and visitors at several trade fairs in Europe during April, May and June. The deadline for submitting such proposals is April 1.

U.S. Foreign Service commercial staff members will discuss the proposals with businessmen who visit the business information centers to be set up by BIC at the following fairs:

The Hanover Fair, April 24-May 2; Lille International Fair, April 21-May 9; Brussels 38th International Industries Fair, April 30-May 11; Bordeaux International Trade Fair, June 17-28; and the International Fair of Suppliers to the Furniture, Upholstery and Wood Processing Industries (Interzum) at Cologne, June 24-27.

Buyers from everywhere

Almost 6,000 manufacturers exhibit at the annual Hanover Fair, according to the *German American Trade News*, and this year more than 200 will be U.S. firms.

Most participants come each year under long-term contracts, and openings for new exhibitors are few, as space is limited. But buyers come from all parts of the globe—from more than 100 countries.

Both large and small manufacturers are among the exhibitors from 29 countries, showing a panorama of both capital and consumer goods. The fair is organized on an industry basis.

The Lille International Trade Fair, one of the larger fairs in France, attracts visitors from many countries, particularly Belgium and to a lesser extent, the Netherlands. Both capital and consumer goods are exhibited, in a variety of categories from automobile accessories to wines.

Further details about international trade fairs and trade center shows may be obtained from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

Principal kinds of goods displayed at the International Fair of Bordeaux are home appliances and office equipment, camping and marine equipment, furniture, agricultural and construction machinery. Of some 3,000 exhibitors, between 500 and 600 are foreign firms—about 50 from the United States.

In Brussels and Cologne

A million persons come to the Brussels Fair—manufacturers, buyers, importers, technicians, consumers. More than 4,300 exhibitors from 46 countries took part last year. Home equipment, office equipment, machine tools, industrial supplies, building materials, foodstuffs—all these and many more products are on display.

In one of Germany's largest cities, the Cologne Interzum is a biennial fair of accessories and materials used in woodworking, furniture, upholstered furniture and mattresses for house, ship and vehicle building and for light construction work. Sixty percent of the visitors at the last fair (1963) were there for the second or third time. From 42 countries, 22,000 trade visitors came to study the goods offered by 444 exhibitors from 27 nations.

A big selection of materials, semi-finished and finished products, machines and tools may be seen.

Proposals to be forwarded to Business Information Centers at any of these fairs should be addressed to the Bureau of International Commerce 8210, U.S. Department of Commerce, Washington, D.C., 20230. Each proposal should be marked with the name of one or more of the fairs.

To submit a business proposal, firms are requested to provide answers in triplicate to the following questions before the April 1 deadline:

► Do you presently have an agent, distributor and/or branch office in the country involved? The Department of Commerce will not seek a substitute for an established agent, distributor or representative.

► What product or service do you wish to sell or offer?

► Are you seeking an agent or a distributor or do you wish to sell directly to the end user?

► Do you wish to make a direct investment, a joint venture or a licensing arrangement? If so, briefly describe your proposal.

► Do you wish to import? If so, describe the product of interest and the type of arrangement sought.

► What type of firm is best qualified to transact your business?

More data needed

Firms are also asked to submit:

► A concise summary of the business proposal in 35 words or less.

► A recent copy of one of the following statements of commercial standing (if you have filed within the past year, indicate date only):

Department of Commerce Form IA-57 (available from your local Department of Commerce Field Office); a current mercantile agency report; current bank report.

► Pamphlets, brochures or other printed matter, up to 50 single sheets, in support of each Business Proposal in order to provide detailed information, such as weights and cubes and c.i.f. prices.

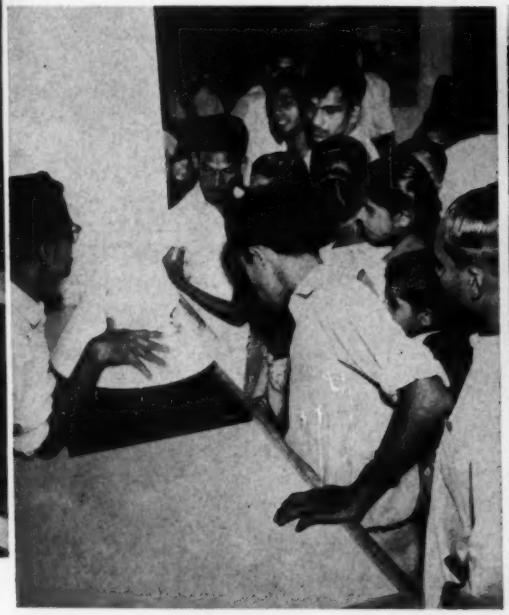
Separate business proposals must be submitted for each fair and for each product category. Combination export managers and agents wishing to submit for several client firms must submit a separate proposal for each.

TV EXHIBIT IN U.K.

U.S. firms are invited to exhibit at the Aug. 25-Sept. 4 International TV and Radio Exhibition in London.

The event this year is open for the first time to international exhibits. It will be held in Earls Court.

TWO VISITORS are momentarily distracted as a guide tries to get a better sound.



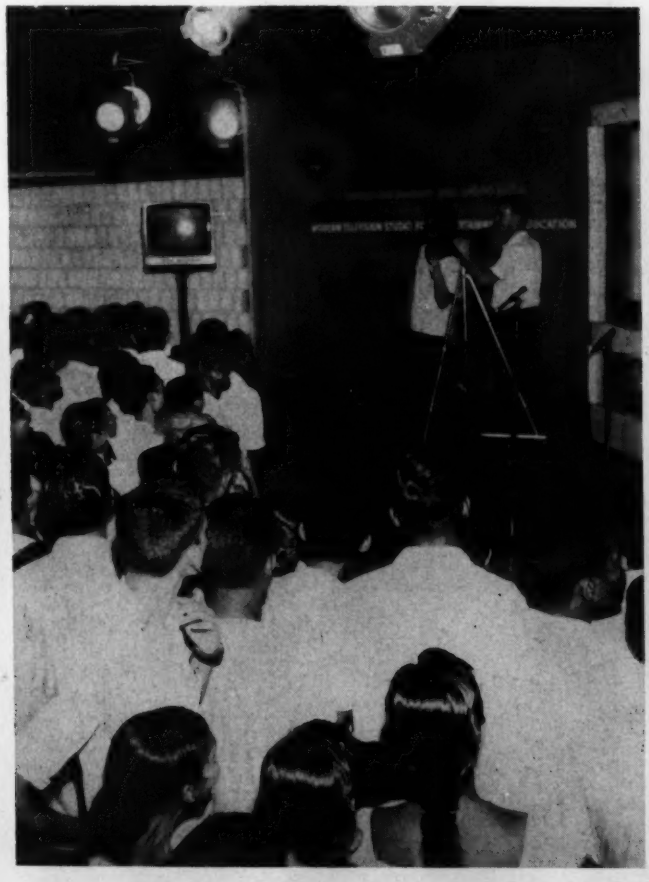
GOOD, CLEAR COPIES of letters, documents, proclamations, newspaper articles—anything you want reprinted—is easy enough, says the demonstrator at the Ceylon fair. A group of Ceylonese curious about outer space examine a U.S. spacecraft. A model of the Tiros weather satellite was also on display.

In Ceylon . . .

Approximately 750,000 persons turned out in the first three weeks of a month-long show in Ceylon to listen to the United States' story of the importance of communications to world progress and understanding.

The Ceylon Industrial Exhibition in Colombo opened Feb. 1 and closed March 3 with 28 U.S. exhibitors.

ELECTRONIC GADGETS and a television studio providing entertainment and educational shows caught the eye and fancy of large numbers of Ceylonese.



One-man effort

The imaginative, one-man effort of a U.S. economic officer in Togo proved at least one thing: it's possible to mount an effective trade fair without heavy publicity and lots of money.

Thanks to his work—and the support of a story in INTERNATIONAL COMMERCE—the second annual American Trade Fair in Lomé, Togo, in January included displays of a number of products which "might have a market" in that country, the U.S. Embassy reported.

Economic Officer Edward P. Allen began early in 1964 to write to all local and regional firms selling U.S. products, asking them to put up booths or display samples.

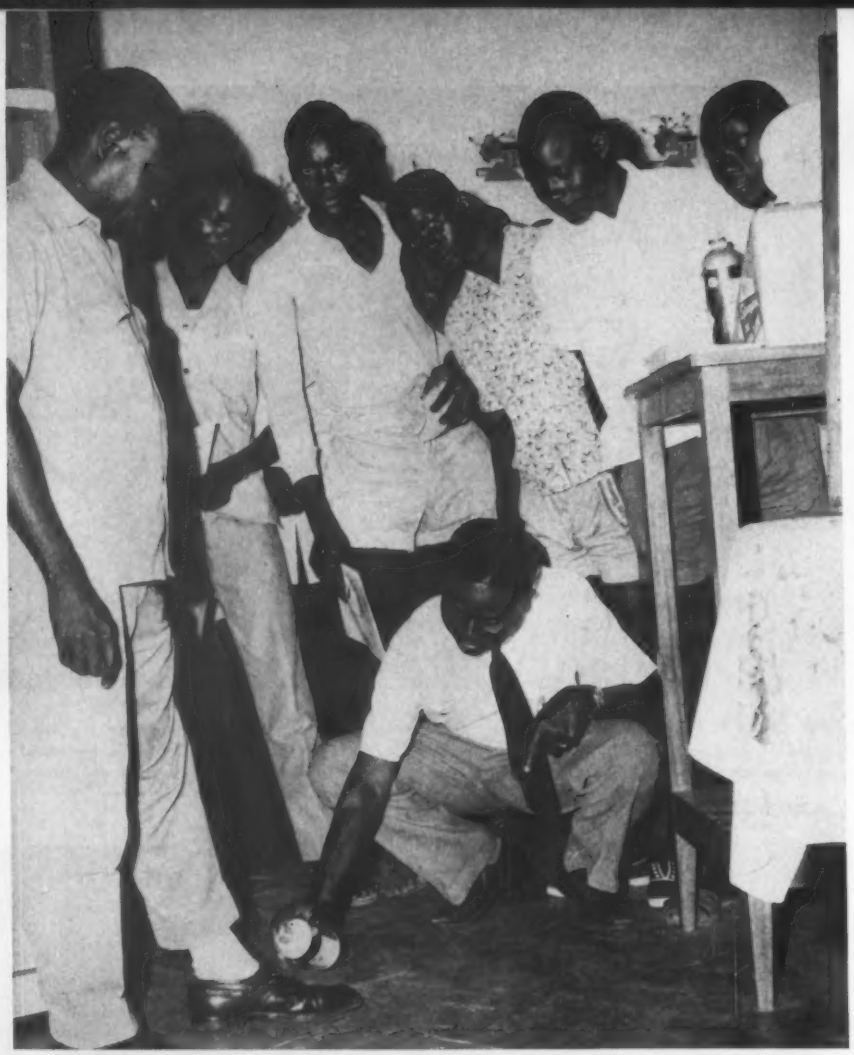
Good response

He also wrote to American firms producing items which he felt would be purchased by the Togolese. The response, said the Embassy, was good but not excellent.

At any rate, the fair was mounted and included displays of plastic window curtains, refrigerators, outboard motors, cigarettes, spray-on shoe polish, bug killers, table glasses and other products.

Total cost of the fair was $250.

Approximately 5,000 persons came to



First you apply it this way, then you do some brisk rubbing and polishing to make it shine. The shoe polish demonstration above provoked the curiosity of many fair visitors. In photo below, Edward P. Allen (left) follows up his year-long writing campaign with an explanation of aerosol products to several businessmen and reporters.

n Togo succeeds

the show. Attendance was helped by word-of-mouth and an unexpected boost: a large crowd of spectators on their way home after a Togo-Congo soccer match happened to pass by and stopped in.

The most successful display, according to the Embassy, was that of three-piece plastic draperies. Colorful, practical for the climate, and inexpensive, they excited considerable interest. They probably will be on sale in Lomé shortly, the Embassy said.

Also popular, but with not as much chance of selling in Togo, were a skin lotion, colored glassware and a combination water filter-purifier unit.

The fair was divided into three sections—goods available in Togo, samples and advertising materials sent from the United States and commercial reference materials.

Thirteen American firms sent samples of their products to the fair.

The Embassy plans to hold the third American Samples Fair later this year. Exact dates have not been set.

Togo, situated on the Gulf of Guinea, is a farming nation. Its main imports are flour, processed tobacco, printed fabrics, electrical equipment, machines, tractors and trucks.

Visitors to the American Trade Fair in Lomé, Togo, saw a wide variety of objects provided by 13 U.S. manufacturers during their wanderings in the exhibit hall. Plastic draperies, colonial glassware and bug bombs are examined above while a Westinghouse refrigerator is inspected at bottom right. Asphalt patching compound for sheet metal is explained to a small cluster of fairgoers in bottom center photo.

COLOMBIA

Growing despite troubles

Fourth quarter was strong despite pessimism in some business quarters

The Colombian economy was marked by uncertainties in the last quarter of 1964. Deterioration in the balance of payments, concern over a predicted and sizeable Government budget deficit, the possible effects of the new sales tax, and scarcity of exchange to pay for imports were among the factors contributing to the uncertainties.

Despite these problems and some pessimism among businessmen, several large firms estimated that economic activity was much higher than during the fourth quarter of 1963.

Both the free rate and the certificate rate of exchange came under considerable pressure between October 1964 and January 1965. On October 24, the Bank of the Republic withdrew support of the free peso. Volume in this market dropped below normal levels and the exchange value for the free peso depreciated.

Confronted with this situation, the Monetary Board permitted the commercial banks to retain for resale up to 40% of exchange earned from exports other than coffee and petroleum, and lowered the dollar exchange surrender requirement for sales of coffee abroad. The first measure increased the supply of exchange; the second reduced the demand. This stabilized the rates in the free market at between 12.5 and 12.7 pesos per dollar during the remainder of November and into December.

However, in December importers increased their purchases of exchange certificate dollars ($1 equals 9 pesos) by approximately $25 million above expected levels.

New procedures

To stem this demand for exchange, the Monetary Board in January revised the procedure governing exchange sales.

The most important of the new measures requires a 20-day advance peso deposit equal to 95% of the desired exchange, and proof by the importer that payment is due. Thus, these measures are intended to discourage or prevent the purchase of exchange before it's needed.

The outflow of exchange during September-October in the free market, as well as the heavy certificate exchange sales in December, caused a significant reduction in international reserves. To bolster its foreign exchange position the Bank of the Republic borrowed $30 million on short term from the Federal Reserve System and initiated negotiations with United States commercial banks to convert its acceptance lines to five year loans. In addition, $10 million was disbursed under a $45 million AID loan signed earlier in 1964.

There have been additional pressures on the certificate and free rates since the beginning of the year. However, the Government has demonstrated its intention to preserve the present certificate rate and to keep the spread between it and the free rate from becoming unmanageable.

Fiscal deficit

The fiscal situation for 1965 does not appear bright. The Government expects a deficit of 285 million pesos, primarily due to the 1964 termination of the 20% surcharge on income taxes. It is hoped that some of this loss will be offset by the new sales tax.

The Government has also announced an "Emergency Fiscal Plan" which it will present to Congress when it reconvenes.

Sales and productive activities advanced significantly in November and December, mainly because of seasonal factors and a general rise in consumer purchasing power. Estimated retail sales during the last quarter were up 20% over the last three months of 1963 by value, and probably 10 to 12% by volume.

Production statistics are not yet available but reports from a representative cross section of manufacturers and banks indicate "substantial gross gains, with satisfactory profits but with a trend towards increasing costs." However, the year-end boom did not create overwhelming optimism for 1965, due in part to continuing predictions of severely tightened credit, reduced imports, and fears of increased inflation during 1965.

SUBURBIA, S.A. is springing up around Bogota, but Colombia's economic outlook is uncertain.

Higher exports and stringent restrictions on imports in December combined to establish an approximate balance between exports and imports for 1964. The balance of import registrations showed a surplus of $8.6 million in 1964, after a deficit of $107.9 million in 1963. International coffee prices averaging about 48 cents a pound were the main reason for the improvement. Exports other than petroleum and coffee also showed an appreciable increase in the last quarter of 1964 rising to $26.5 million compared with $12.5 million in the last three months of 1963. Higher tobacco and banana exports led this increase.

Slightly lower import registrations resulted from very tight licensing controls in the last month of 1964.

The U.S. share of the Colombian market was estimated at about 50% in 1964, compared with 52% in 1963. To a certain extent this decline reflects Colombia's use of bilateral trading agreements to market a portion of its coffee exports, and the consequent obligation to import corresponding amounts from these areas rather than from traditional sources of supply. In November, the Government concluded a new bilateral compensation agreement with Spain aimed at increasing present Colombian-Spanish trade.

In 1965, exports will probably stay at their 1964 level, with a possible slight decline in coffee exports being compensated by a rise in other exports. Imports, however, may be reduced because of some net repayment of foreign borrowing and because of tight import control at the beginning of the year.

New tariff

The Government has issued a new tariff schedule for all goods arriving in Colombian ports after January 1, 1965. Exceptions are made only in cases where the new tariff specifies a lower duty than the previous one. In this case the higher duty will remain in effect until April 1; the average of the old and new duties will apply to these items from April 2 to June 29; and the new duty will go into effect on June 30.

The Fourth Annual Conference of the Latin American Free Trade Association (LAFTA), held in Bogota from October 20 to December 11, saw limited progress in the integration of the LAFTA market. Specific tariff reductions, effective January 1, 1965, on intra-zonal trade were granted by eight member countries on 247 products. Modest progress was made in setting up the first common list of items on which LAFTA members must eliminate all duties by 1973.

New investment continued to grow in 1964, especially in the chemical field. Recent projects include a new paraffin plant to be built by ECOPETROL (Colombian Government Petroleum Company) and Sinclair Petroleum; and a polyethylene plant to be financed by ECOPETROL and Dow Chemical. Dupont and Rhinco (Rohm & Hass) inaugurated fungicide plants in the Barranquilla area during the fourth quarter.

Chrysler International concluded negotiations to purchase a majority interest in the automotive assembly firm, COLOMOTORES, one of two Colombian vehicle producers. The new operation will produce Chrysler vehicles, beginning with trucks this year and hopes to begin producing passenger cars next year.

ECOPETROL announced a five-year investment program calling for $140 million. This includes $28 million for exploration and development, $38.5 million for refinery expansion, and $36.6 million for petrochemical development. External financing will be required to carry out the program.

Alliance for Progress

A 1964 year-end review of Alliance activities indicates a continuing interest by the international financial community in possible development projects. The Colombian Consultative Group, composed of financial institutions in developed countries and international lending agencies seeking to coordinate foreign investment programs in Colombia, is studying Colombian proposals for foreign investments of $400 million over a two-year period.

The more significant loans made to Colombia included: a $60 million AID loan to finance imports of goods and services, a PL 480 Title I agreement for $22.8 million, and a $17.5 million Export-Import Bank loan for power projects.

The World Bank loaned $45 million for the first stage of the Nare River Hydroelectric project, and the Inter-American Development Bank announced an $8 million loan for the Prado River hydroelectric project and $3.2 million for the expansion of a thermoelectric center at Tibu.

During the quarter, business and professional groups from Florida and Massachusetts visited Colombian cities to establish contact under the program "Partners of the Alliance" to look into the possibilities of projects in the educational, business, and industrial fields. Additional participation in the Alliance came from the Ford Foundation, which announced a donation of $1.38 million to educational and agricultural organizations in Colombia.

Cost of living

Falling prices in the third quarter and stability in the fourth enabled the 1964 cost-of-living increases to be held within relatively reasonable limits and to register a distinct improvement over the 1963 record. The national consumer price index rose 9.3% for employees and 8.5% for workers in 1964. This compares quite favorably with increases of 29.9% and 35.4% in 1963. Low food prices due to following excellent harvests, and conservative monetary policies contributed to the improvement.

Whether this relative stability will continue is uncertain. When the new sales tax went into effect on January 1, there were indications that merchants were raising their prices. The Government then passed a decree which tightened price controls by freezing prices at levels of December 1, 1964, and by making price increases above this level without prior Government approval subject to stiff fines and imprisonment. Statistics on the cost of living for January are not yet available.

Taiwan aluminum firm to broaden production

The Taiwan Aluminum Corporation (Talco), Taiwan's only producer of aluminum, has announced plans for a $7 million expansion program designed to increase production of aluminum manufactures. When completed, the company will produce automotive chassis, fishing boats, textile spindles, electrical plates, cables and wires, and accessories and parts for refrigerators, television sets, and washing machines.

Currently Talco produces 42,000 tons of alumina per year and 20,000 tons of ingot from bauxite imported from Malaysia and Australia. An additional $5 million will be used to increase production of alumina to 70,000 tons per year, and ingot to 30,000 tons.

Procurement will be handled by the Central Trust of China, the Government's purchasing agency, which has a U.S. branch at 61 Broadway, Room 2115, New York 6, N.Y.

FROM THE OILFIELDS TO THE SEA, this U.S.-made "pug" leaves an asphalt trail from Zelten, in one of Libya's oil-producing regions, to the Mediterranean port of Marsa el Brega. (Bechtel Photo)

Reduced duties, rising oil revenues make Libya a prime import market

Import duties on approximately 300 items cut substantially; desert nation is now U.S.'s fourth best customer in Africa

By WILLIAM F. SCHRAGE
Bureau of International Commerce

Libya's recent substantial tariff reductions on imports of about 300 items will be of significant interest to American exporters.

Libya already is a promising market for U.S. goods, and the new lower tariffs offer particular encouragement for sales of American consumer and capital goods.

These tariff reductions became effective Jan. 1, 1965, and have the dual purpose of curtailing Libya's rising cost-of-living and accelerating the country's economic development. They will reduce the cost of many consumer goods demanded by the Libyan people to improve their standards of living, as well as cutting prices on imports of the raw materials and capital equipment which Libya's businessmen and entrepreneurs need to develop the agricultural and industrial sectors of the economy. In some cases, such material and equipment have been afforded duty-free entry.

Previously, Libya's import tariff structure was designed to provide Government revenue and protect local producers. However, recent discoveries of vast oil reserves and development of a booming petroleum industry have resulted in a growing accumulation of foreign exchange derived chiefly from petroleum exports.

The Libyan Government has been able to de-emphasize the revenue aspect of the tariff and assess lower duties on many imported items. Libya intends to use its newly-acquired wealth in conjunction with lower prices to obtain the goods needed to modernize and develop its economy.

Protectionist element remains

The protectionist element still remains in Libya's import tariff schedule, although it is now overshadowed by the low duties on the many products which are not available locally. The same legislation which included the tariff reductions also provided for duty increases on 20 commodities which are being produced in Libya. These items are chiefly agricultural products consisting of unconcentrated and unsweetened milk and cream, certain fruits and vegetables, and spices.

Libya's imports are expected to rise markedly during the coming months as a result of the tariff reductions, further increases in oil revenues, and public expenditures under the Five-Year Development Plan.

The U.S. Embassy in Tropoli reports that U.S.-made products with the most promise for increased sales are agricultural equipment and insecticides, clothing, certain dairy products, machine tools and many other types of industrial equipment, hand tools, electrical machines and apparatus, household furnishings and utensils, certain appliances, numerous kinds of fabrics, nitrogenous fertilizers, lumber, office machines and supplies, raw or processed metals, paints and varnishes, pharmaceuticals, plumbing and sanitary fixtures, photographic

Libya's rise to fourth place among U.S.'s African customers

(Millions of dollars, f.a.s.)

	1957	1960	1962	1963	Jan.-Nov. 1964
South Africa, Republic of	286	277	223	276	352
Nigeria	19	26	34	37	59
Congo (Leopoldville)	59	26	69	78	58
Libya	17	42	45	44	54
Algeria	30	24	50	45	50
Morocco	48	34	53	56	34
Liberia	60 [1]	36	51	36	31

[1] Data includes vessels valued at approximately $39 million registered under the Liberian flag but owned by U.S.-controlled companies. Source: U.S. Bureau of the Census.

equipment, radio and television sets, soaps and detergents, toilet supplies, and, medical, hospital, laboratory, and dental equipment and supplies.

U.S. products enjoy an excellent competitive position in Libya, where import duties apply equally to all countries and no preferential treatment is given in the licensing of imports. Most commodities are imported under Open General License, but individual licenses are required for a few locally produced items.

Licenses are valid for six months and may be extended for three months. Longer periods of validity may be established for imports of agricultural or industrial machinery. Foreign exchange is automatically granted by authorized Libyan banks for licensed imports.

U.S. Share of Libya's Imports

(Millions of dollars, c.i.f.)

	1963	Jan.-Sept. '64
Imports	239	224
From U.S.	48	55
U.S. share (%)	20	24.6

Source: Libyan Ministry of National Economy, Statistical and Census Department, Tripoli.

The value of U.S. merchandise exports to Libya has increased over 200% since 1957, and Libya has vaulted into fourth place among the markets for American products in Africa. Incomplete 1964 figures indicate that U.S. exports to Libya reached a new annual high of at least $54 million, 20% higher than the 1962 record of $45 million.

Libyan Government statistics show that as of September, 1964, the U.S. share of Libya's imports had risen almost 25% since 1963. Almost one-quarter of Libya's imports now come from the United States.

U.S. exporters have an excellent chance to expand their market position in Libya. Most of the consumer and capital goods and raw materials that Libya will require in the future are readily available from U.S. suppliers. Because of the fine reputation U.S.-made products enjoy, Libyan importers will undoubtedly be interested in purchasing American commodities.

However, other foreign suppliers also realize the new potential of the Libyan market, and their products will be competing with American goods to satisfy Libya's rising demands.

Further information on the revisions in Libya's Customs Tariff are available from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

AIR-CONDITIONED office building in Tripoli houses a department store and private business offices.

U.S. ships carrying much smaller share of nation's trade, new report shows

Despite the doubling of U.S. foreign trade in the past 10 years, the share carried by U.S. flag ships has decreased from 27.9% to 8.5%, according to a U.S. Maritime Administration study entitled "Changing Patterns in U.S. Trade and Shipping Capacity."

The report is divided into three parts, covering: cargo carried by U.S. and foreign flag ships in U.S. foreign trade; the relative importance of ships under effective control of the United States in its foreign trade; and trade in principal bulk commodities from 1955 through 1963 and projections through 1975.

U.S. exports have increased by 123% in the past 10 years, while imports have increased by 88%, and cargoes carried in regularly scheduled liner service have increased more than 2½ times. The share of liner traffic carried by U.S. ships decreased from 38 to 29%, while U.S. tramp ships' share of irregular cargoes dropped from 18 to 5%. U.S. tankers carried 30% of tanker trade in 1954, but only 4% in 1963.

Of the 12.6 million deadweight tons of PanHonLib shipping (Panamanian, Honduran, and Liberian registry) under the effective control of the United States, only 70% is employed in U.S. trade. Many of these ships are owned by independent operators, who charter them to oil, iron and steel, aluminum and other industry importers.

Even if the cargo tonnages carried by foreign flag ships under U.S. effective control were added to that carried by U.S. flag ships, the combined fleets showed a downward trend to 28% in 1963 compared with 33.8% in 1960.

It is estimated that certain bulk commodity exports such as coal, scrap iron and steel, grains, and cotton will increase by 65% in the next 10 years, while imports of certain minerals, sugar, and petroleum products are expected to increase by 47% in that time.

The 32-page report, which was prepared by the Maritime Administration's Office of Statistics, may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402 for 25¢ a copy.

United Kingdom announces reduction in import surcharge

Levy lowered from 15 to 10%; to become effective April 27

The United Kingdom has announced a reduction from 15% to 10% in the import surcharge as of April 27.

The surcharge is added to regular import duties on all imports except foodstuffs, basic raw materials and a few other items.

The levy was introduced as a temporary measure Oct. 26, 1964, to trim imports in order to curb the worsening balance of payments.

In 1964, British imports expanded by 14% but exports increased by only 4%. It was feared that the balance of payments deficit might approach as much as $2 billion for the year.

Subsequently, the Government also raised the bank rate from 5% to 7%, increased certain domestic taxes and introduced a series of new programs designed to expand exports and improve the United Kingdom's competitive position.

Since its introduction, the surcharge has come under sharp criticism, particularly by Britain's partners in the European Free Trade Association (EFTA).

The announcement of this first reduction in the surcharge was made to coincide with The EFTA Ministerial meeting in Geneva on Feb. 22.

The Chancellor of the Exchequer stated that enough progress had been made on Britain's financial problems to allow a reduction in the surcharge just six months after its imposition.

WOVEN NOVELTY FABRICS

Manufacturer of woven, knitted fabrics of rayon filament and rayon staple fiber, as well as non-cellulose man-made fibers, for dresses, blouses, linings, scarves, neckties, aprons; brocades, technical fabrics seeks license to produce woven novelty fabrics of man-made fibers, possibly other textile materials.

Write: Brueder Steiner Seidenwebereien, Westbahnstrasse 21, Vienna 7, Austria.

EEC sets additional 1965 import quotas

The Official Journal of the European Economic Communities has published tariff quotas valid for calendar 1965 for additional specified products imported from third countries into individual EEC Member States.

Common External Tariff (CXT) duties for the in-quota products, however, can be no lower than those applied to the same items when imported, accompanied by a circulation certificate, from another Member State.

The following list shows Common External Tariff numbers, products, countries, quotas in metric tons, and reduced CXT duty rates in percent ad valorem.

ex2916AVIIa—Desoxycholic acid, crude, Netherlands, 10, 1.6; ex3001AI—Bovine liver for organotherapy, dried, powdered, F.R.Ger., 40, 2.4; ex3808C—Rosins (colophonies) polymerized and oxidized, F.R.Ger., 4,000, 1.2;

ex3808C—Rosins, hydrogenated, F.R.Ger., 1,500, 1.2; ex3808C—Rosins, polymerized, hydrogenated and dimerized, Netherlands, 1850, 1.2; ex7302E1—Low-carbon ferrochromium (less than 0.1% carbon by weight), Italy, 4,500, 1.6;

ex7305A—Iron or steel powder, unwrought, F.R.Ger., 8,000, 4; 7305A—Iron or steel powder, Netherlands, 1,500, 2; 7305A—Iron or steel powder, Belg.-Lux., 1,300, 2; ex7601A—Unwrought (unalloyed) aluminum, F.R.Ger., 80,000, 5; 7601A—Unwrought aluminum, Netherlands, 10,000, 5; 7601A—Unwrought aluminum, Belg.-Lux., 26,000, 5; 7701A—Unwrought magnesium, F.R.Ger., 36,200, Free; 7701A—Unwrought magnesium, Netherlands, 160, Free; 7701A—Unwrought magnesium, Belg.-Lux., 450, Free.

Bermuda enacts new Customs Tariff Act

Bermuda has enacted a new Customs Tariff Act, which changes certain provisions of the previous Customs Tariff Act. These changes include:

A new regulation providing that imports from Commonwealth countries which are transshipped through foreign countries will be eligible for the preferential import duty rate if the goods were originally consigned to Bermuda.

Extension for another year of the 10% of the duty surtax on all imports.

A new surcharge of 2½% on alcoholic liquors and tobaccos withdrawn from bonded warehouses.

Increased import duties on milk.

A requirement that duty-free entry of fertilizers be subject to the approval of the Director of Agriculture and Fisheries.

Burma designates commission agent

The Myanma Export Import Corporation (MEIC), a Burmese Government corporation established in October 1963 to engage in import-export business, has been authorized to act as commission agent for foreign firms interested in selling to Burma.

This development re-establishes a service not available in Burma since commission agencies were prohibited in August 1963.

Burma's external trade has been completely nationalized. As a Government agency dealing exclusively with other Government agencies, MEIC cannot be expected to engage in the advertising and promotional activities normally undertaken by private commission agents.

Nevertheless, it might prove to be a valuable point of reference for U.S. firms interested in promoting their products in Burma. In its role as agent, MEIC will be in a position to provide product information to the various Burmese Government purchasing agencies, and it plans to open a samples showroom for the development of consumer interest.

Bidding instructions

Agency agreements signed with MEIC will not be exclusive. Foreign principals will be free to bid directly on published open tenders or to respond to direct inquiries from Burmese buying agencies. Remuneration to MEIC will be on a commission basis, the rate depending on the commodity involved.

Write: Manager, Agency Division, Myanma Export Import Corporation, No. 1 Sule Pagoda Road, Rangoon, giving full particulars of the products offered.

For information concerning this development, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Singapore tightens imports of filament electric bulbs

Singapore has reduced the quota on imports of filament electric light bulbs of 15-200 watts for domestic lighting from 50% to 5% of an importer's proven imports for 1963. Import licenses will be issued for the three-month period which began last Jan. 15.

Ceylon announces import allocations

$178.5 million total foreign exchange approved by Government

The Government of Ceylon has approved a total foreign exchange allocation of $178.5 million for imports during the first half of 1965.

This total compares with an estimated allocation of $387.7 million for calendar year 1964 and with actual imports of $187.3 million in the first half of 1964, a slight decline from 1964 levels.

The total exchange allocation for January-June is distributed as follows (in millions of dollars):

50.4—Food Commissioner's imports (rice, flour, sugar, etc); 29.4—other food imports; 12.6—textiles (⅔ by Government, ⅓ by private trade); 7.4—fertilizer; 2.1—cement; 13.6—petroleum products; 3.2—drugs; 13.6—Government Departments and State Corporations; 21.0—industries (raw materials); 25.2—general quota imports to private trade.

Funds for loans

Apart from this $178.5 million allocated for imports against cash payment, an additional $21 million will be available to Government departments and corporations under long-term loans and lines of credit.

The $21 million quota for industries will be supplemented by a $4.2 million allocation carried over from August 1964.

Although the overall allocation for general quota imports by the private trade (including foodstuffs, drugs and fertilizer) is at roughly the 1964 level, the new quotas reflect some important shifts in emphasis among various commodities.

For a number of items indicated by the Government as being in short supply, a proportionately larger share of the total is allocated than was the case in 1964.

Specific commodities

Among items with larger allocations are chemicals, agro-chemicals, insecticides, disinfectants, tractor parts, engineering stores, outboard motors, tires and tubes, motor spares, bicycle tires, radio spares, radio and torch batteries, spare parts of electrical appliances, agricultural tools and non-electric irons.

Allocations are reduced from 1964 levels for certain less essential items as well as for domestically produced goods.

Advance quotas were issued to the private trade and industry last December and the Government began issuing import licenses against these quotas at that time. According to the Government announcement, exchange allocations for the second half of 1965 will be announced in May.

Reserves several imports

Ceylon has reserved several imports exclusively for designated state corporations.

Newsprint, paper and paperboard are reserved for Eastern Paper Mills Corporation; cotton yarn for National Textile Corporation; cement for Ceylon Cement Corporation; feeding stuffs for animals for Ceylon Oils and Fats Corporation; maize for Ceylon Oils and Fats Corporation; petroleum and lubricating oils and greases, other than for supply to ships and aviation for Ceylon Petroleum Corporation, and caustic soda for Paranthan Chemicals Corporation.

Items previously brought under State import monopoly include rice, wheat, flour, pulses, sugar, fish and certain subsidiary foodstuffs.

An official notice has added "distilled water in ampules for injection" to the list of non-proprietary drug preparations which may be imported under individual import licenses.

Lebanon eliminates export licenses for olive oil

Olive oil may now be exported from Lebanon without an export license, according to a recently issued Government decree.

The measure is intended to eliminate the formality previously required for exporting olive oil, as well as to make the domestic product more competitive with imported olive oil, which is importable without restriction.

Paraguay enacts capital tax to expire at end of 1968

Paraguay has established a tax of .5% a year, on the capital and accumulated reserves of corporations and certain other business firms, including branches of foreign firms. The new law expires at the end of 1968.

Singapore restricts imports of mesquite coils, wire nails

The Government of Singapore now requires specific import licenses for mesquite coils and wire nails from any source, including the rest of Malaysia.

Goods manufactured in Malaysia or of Malaysian origin are not subject to license, but the importation of such goods must be supported by documentary evidence showing the country of manufacture or origin.

Import quotas will be issued for a three-month period which began last Jan. 20. Quotas for mesquite coils will be limited to 100% of proved imports for 1963, while quotas for wire nails will be limited to 25% of proved imports for 1963.

Import licenses for goods to be imported into Singapore for re-export to other destinations will be issued if the goods, pending re-export, are stored in the godowns of the Port of Singapore Authority and if the goods are re-exported within the period specified in the import license.

Venezuela lowers tariff on kidney beans, peas

Venezuela has reduced the duties on kidney beans and black beans from 0.30 Bolivares per kilogram, gross weight, to 0.05 Bs. per kilo, and on peas from 0.30 Bs. per kilo to 0.15 Bs. per kilo. At the same time, an import license requirement was established on these items.

The duties were lowered to prevent changes in the domestic prices of these commodities, which had been eligible for import subsidies from the Venezuelan Government until January of this year.

Lebanon changes rules for license applications

Lebanon has effected new regulations for filing applications for licenses to import industrial equipment.

The new rules have transferred to the Bureau of Industry, Ministry of National Economy, discretionary authority to approve or reject applications for licenses to import industrial equipment.

This authority was previously vested in a board whose members were recruited principally from among local industrialists and merchants.

Switzerland to continue policy of credit controls

Switzerland will continue through this year credit controls instituted during 1964.

These limitations are in the form of an agreement between the Swiss National Bank and the commercial banks. The measure is given applicability to all banks and financial institutions by decree of the Federal Council.

Quotas for credit increases in 1965 for domestic bills, debit accounts, advances and loans by banks to public corporations remain unchanged from the 1964 limit—79% of the absolute increases that took place during 1960 or 1961.

Quota limitations were liberalized in two areas.

First, the permitted rate of increase for mortgages has been raised from 108 to 120% of the increases that took place in 1961 (alternatively 1960 where the increases in that year were greater).

Second, in the public sector, the credit quotas may be exceeded when the credits are used for urgently-needed public projects, such as construction of hospitals, schools, sanatoria, and similar buildings.

Iraq announces new invoice regulations

Original invoices for goods imported into Iraq must be authenticated by Chambers of Commerce or Industry in the port of exportation and legalized by Iraqi consular officers or their agents, effective March 1.

Legalization is unnecessary at ports where there is no Iraqi consulate or consular agency. Authentication by the Chamber of Commerce or Industry suffices in such cases. These requirements had been included in an earlier instruction and subsequently cancelled.

Chilean paper project gets $3.6 million Eximbank loan

The Export-Import Bank has authorized a $3.6 million Alliance for Progress credit to Laja-Crown S.A. Specialty Papers (Lacrosa) of Laja, Chile, to finance purchases of U.S. machinery and equipment and services for use in production of tabulating card stock and other paper grades.

The project involves joint operation of a 150-ton per day paper machine and associated equipment in facilities owned by Compania Manufacturera de Papeles y Cartones S.A. (CMPC), Chile's largest pulp and paper mill.

Lacrosa's ownership is equally divided between CMPC and the Crown Zellerbach Corporation.

Raw material required for the project is high-grade pulp to be supplied by CMPC's kraft pulp mill at Laja which is currently undergoing expansion.

The Eximbank credit is repayable over eight years, beginning in 1967.

Jordan levies increased rates of customs duties

Jordan has imposed increased rates of customs duties on certain imports to protect domestic industries producing such goods.

The duty on certain kinds of varnishes, not produced locally, was lowered.

The items and new rates of import duty (with previous rates in parentheses) are:

Varnishes and lacquers, distempers, prepared water pigments of the kind for finishing leather, other paints and enamels, pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media, stamping foils, dyes in forms or packings of a kind sold by retail, 30% (48%); other varnishes, 65% (48%); biscuits, other than stuffed biscuits, 80% (60%); and cotton shawls, scarves, 65% (38%).

Spain reduces import duties

Spain has announced temporary duty reductions on certain imports.

New subitems have been added to the tariff to cover the reductions, which will remain in force until further notice. The reduced rates, with normal rates in parentheses, are:

Tariff No. 90.28-C-4, electric or electronic measuring instruments used to test finishing of surfaces or errors in roundness, 5% (28.5%).

Tariff No. 38.03-B, activated diatonite, 5% (13.3%).

Tariff No. 84.37-E-2-a, warp sizing machines with slashers for rolled thread, 1% (33.25%).

Tariff No. 84.33-H through K, automatic or semiautomatic paper and paperboard cutting machines of the following types: capable of folding and gluing cartons and boxes; with gluing devices for lateral pieces; for paper lining; or, for gluing carton corners, 1% (38%).

Tariff No. 84.33-L, autoplating, printing or dry relief machines, 1% (38%).

In addition, the import duty on liquid sunflower oil (ex tariff No. 15.07) has been suspended for three months from Jan. 28 (17.1%).

Colombian port development aided by $5 million loan

The Inter-American Development Bank has announced a $5 million loan to Empresa Puertos de Colombia to help improve and expand the ports of Santa Marta, Barranquilla and Cartagena.

The bulk of the loan will be used at Cartagena to construct an additional pier for deep-draft vessels; build a cargo warehouse with all services, yards and paved access roads; convert two existing sheds into repair shops, and purchase loading and unloading equipment.

Total costs of these works will be $4.2 million.

At Santa Marta, loan proceeds will be used to construct a new banana terminal; convert the existing banana terminal into a general purpose pier; relocate the railway yard, and construct paved yards and open storage areas.

Total cost of these works is approximately $4.6 million.

At Barranquilla, the river terminal and operating area will be expanded, and loading and unloading machinery and equipment will be required.

Total cost of these works will be $1.4 million.

In addition, up to $100,000 of the loan will be used to finance advisory services for the program.

Germany opens seed quota

Germany has established a quota of unannounced size for imports of chewings fescue seed from European Economic Community countries, U.S. and Canada.

At least 10% of the contents of each bag must have been dyed with a lasting red color before entry. The dyed seed must be equally mixed with the undyed seed. The seed must meet the minimum requirements for agricultural seed according to the regulations of the German Seed Law.

Applications for import licenses may be made through March 31 and licenses will be valid for importation of the seed until May 30.

Sugar imports restricted

Beet and cane sugar, until recently importable into Lebanon without license, are now subject to import licensing.

Imports of sugar will be governed by a decree to be issued following a study of the sugar situation in Lebanon.

The new regulations are expected to eliminate foreign competition in the sugar market.

More investment offers reported by Mission to Greece

The U.S. Trade and Investment Mission to Greece has reported three additional investment opportunities on olive processing and packaging, margarine and shortening, and bauxite mining.

Firms interested in following up any of these leads are requested to show the appropriate Interview Report (IR) number, listed in parentheses after each address, on any correspondence with the Greek firm.

1051 Bauxite mining

A newly organized Greek mining concern with headquarters in Athens is interested in a joint venture with an experienced U.S. firm to exploit its bauxite and iron ore mines as well as marble quarries. Export of production to the U.S. is contemplated.

According to the firm, it owns three bauxite mines in the areas of Corinth and Levadia, and controls other bauxite mines in Greece by contract with the original concessionaire. It also owns two marble quarries, one white marble and one grey and black marble.

The firm states that research and relevant ore analyses have been made, and that it is ready to begin exploitation of the mines it values at $30 million.

Capital required is approximately $1.5 million and the firm is willing to allot up to a 40% interest to its prospective U.S. partner. It estimates the operation will yield approximately 40% profit to the participant.

A World Trade Directory Report on the firm, which has not yet started operation of the mines, is available at $1 from the Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, or from any of the Department's Field Offices. Additional information on this proposal may be obtained directly from the firm.

Write: Southern Hellas Mine Enterprises Co., Ltd., 3 Platia Aghion Theodoron, Athens, Greece. **(IR 10).**

2035 Olive processing, packaging

A newly established olive processing and packaging firm in Patras is interested in a joint venture with an experienced U.S. firm.

The Greek firm will need technical know-how and capital to develop its procedures for growing, processing and packaging olives. It plans to consolidate 2200 small processing units in the Pelopponessus into about 40 major plants.

Write: Antony Karas, Eleodynamik Co., 56 St. Andrew Rd., Patras, Greece. **(IR 42).**

2096 Margarine, shortening

A Greek cooperative of shortening and margarine manufacturers is interested in a joint venture with a U.S. firm to expand its hydrogenation facilities to produce a better quality product at a lower cost for domestic and European Common Market outlets. Modern machinery, technical know-how and financial participation is requested from the U.S. associate.

The main offices of the cooperative are in Athens and the hydrogenation refinery is located in Moschato, a nearby industrial suburb. The annual output of the plant is 9000 tons of cooking fats and margarine valued at $5 million. Products are marketed under the trade name HYGIOL.

Write: The Cooperative of Cooking Fats and Margarine, 47 Sofocleous St., Athens, Greece. **(IR 19).**

Indian seeks U.S. assistance to make bicycle tires, tubes

An Indian company wishes to associate with a U.S. organization in a joint venture arrangement to manufacture bicycle tires and tubes at a site near Bombay.

The Indian proposal visualizes the manufacture annually, on a three shift bases, of 3.6 million bicycle tires and tubes. The plant would be located at Ahmedabad and the investment would total $5.25 million.

U.S. financial participation would be utilized principally to finance the importation of machinery required for the project. In addition the U.S. participant is expected to provide technical know-how and the services of necessary technicians.

An application to the Government of India for an industrial license to manufacture tires and tubes is now under consideration by the appropriate Governmental licensing committees.

Write: M. S. Mani, Universal Tyre and Rubber Co., Bombay Mercantile Cooperative Bank Bldg. (Sixth Fl.), Gandhi Rd., Ahmedabad, India.

For a limited amount of additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-3011-3, Department of Commerce, Washington, D.C. 20230.

COLLABORATION SOUGHT

Manufacturer of men's, women's leather shoes, including casual sport footwear, cement process or sewn articles, to diversify current activities by manufacturing related lines of footwear for men, women, preferably sport shoes, seeks collaboration through licensing agreements, joint-venture, management participation.

Write: Ets. Erbe, at Couzeix, par Limoges, Haute-Vienne, France.

Indian electrical firm wants U.S. partner

An electric company operating a thermal electric power station in Ahmedabad, India, proposes to sponsor jointly with a U.S. partner a subsidiary firm to manufacture one or more products in the electrical or mechanical engineering field.

The Ahmedabad firm owns and operates a thermal electric generating station with an installed capacity of 217.5 mw. and has almost 50 years of experience in the generation and distribution of power.

Its license for the generation of electric power expires in 1975. As the firm has no assurance that the Government of Gujarat will renew the license in 1975, it has decided to diversify its present operations by entering either the electrical or mechanical engineering industries through a subsidiary firm.

The types of manufacturing projects under consideration include transformers and insulators, elevators, steel castings and forgings and calculating machines.

The firm is reported to have adequate rupee resources. It estimates the type of manufacturing operations contemplated would involve an outlay of about $2.1 million.

The nature or extent of U.S. technical and financial assistance sought has not been determined. However, the Ahmedabad firm's officials have indicated their keen interest in obtaining U.S. collaboration on mutually agreeable terms.

Write: Resident General Manager, Ahmedabad Electricity Co., Ltd., Electricity House, Lal Darwaja, Ahmedabad 1, India.

For a detailed list of projects and further information, **write:** Bureau of International Commerce, Office of International Investment (File 4-3612-2), U.S. Dept. of Commerce, Wash., D.C. 20230.

LICENSING ARRANGEMENTS

Firm engaged in manufacturing, distributing waterproof and industrial clothing, aprons, gloves, interested in licensing arrangements for production of industrial clothing, freezer clothing, also for plastic welding of items for industrial, medical, commercial fields.

Write: Alston Safety Equipment, Pty., Ltd., 917 Nepean Highway, Moorabbin, Victoria, Australia.

Indian firm asks U.S. help to produce particle board

A Bombay company which manufactures wooden furniture and wood products wishes to establish a joint venture agreement with a U.S. firm to manufacture a type of particle board termed "Novopan."

The Indian firm, also engaged in sawmill activities, proposes to establish a factory at Navsari to manufacture 19,200 tons of this particle board annually.

For the proposed venture, the sponsors have negotiated a technical collaboration and licensing agreement with the Farni Institute, Zurich, Switzerland, owners of Novopan patents, and now seek U.S. financial participation to the extent of $1.3 million.

The U.S. share would be utilized principally for procuring imported machinery required for the project.

Knowledgeable trade sources state that in view of the continued shortage of commercial grade timber in India, the particle board industry has grown rapidly. Production is reported to be far less than demand.

Write: D.P. Asar, Sunderdas and Co., Reay Rd., Bombay 10, India.

For more detailed information, **write:** Bureau of International Commerce, Office of International Investment, File 4-2499-3, Department of Commerce, Washington, D.C. 20230.

Mexican seeks joint venture to make electrical equipment

A Mexican manufacturer of transformers and importer of electrical laboratory equipment would like to make interrupters, lightning arrestors, relays, capacitors, rheostats, special transformers, automotive electrical equipment, heaters and incinerators, on a joint venture or licensing arrangement with an experienced U.S. firm.

Electrical equipment is subject to import controls by the Mexican Government. Details of the proposal can be worked out directly with the Mexican firm.

Write: Electrotecnica Balteau, S.A. de C. V., Apartado Postal 56, Naucalpan, Estado de Mexico, Mexico.

PAPER, CREPE PAPER PRODUCTS

Paper converter seeks U.S. license for paper, crepe paper products suited for mass consumption.

Write: Werola, Jungblut GmbH & Co., 755 Rastatt/Baden, Germany.

U.S. manufacturers get license offers

France, Switzerland and the United Kingdom offer products under license to U.S. manufacturers to produce a folding box with numerous compartments made from a single piece of cardboard, an electro-mechanical industrial lifting platform, and molded nylon locks and latches.

For additional information and the names and addresses of firms to contact to enter into negotiations on the products described below, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number.

A French concern offers licensing rights to a U.S. firm for the production of a special type of folding box. The box has many compartments though made from a single sheet of cardboard or similar material and does not require wire stitching or pasting to be held together. It may be used for transporting objects such as fruits, glasswares, and other fragile articles. A U.S. patent has been issued. **File 1307.**

A license is offered for the production of electro-mechanical industrial lifting platforms. There are several different models available ranging up to 20 ton lifting capacity and with various lifting speeds. Important features are reported to be absence of wire ropes and their use as floor-to-floor industrial lifts. These lifting platforms are manufactured by 41 firms in 28 countries, including Great Britain, Sweden, the Netherlands and Spain. The designer holds six U.S. patents for industrial and automobile lifting devices and the latter are now being manufactured by U.S. licensee. **File 1308.**

A U.S. licensee is sought for the production of a complete family of extremely low cost molded nylon door, cabinet and furniture locks and latches in various sizes. Applications cover a wide range, including marine. All parts, with the exception of the one-piece stainless steel spring, are 100% molded nylon. Unique patented design is reported to eliminate the necessity for auxiliary fasteners in assembly. The parts are claimed to be rust and corrosion proof, self-lubricating, long life, nearly silent operation, no sharp edges and simplicity of installation. The English firm offering the license has a U.S. patent and will furnish mold design and assembly know-how. **File 1309.**

Tire manufacturer plans diversity through venture

An Indo-Italian manufacturer of automotive tires and tubes proposes a joint venture with an experienced U.S. firm to diversify its production.

Based on market surveys, the firm proposes to manufacture bicycle tires and tubes, V belts, conveyor belts and various hospital and sanitary items manufactured from rubber.

It has not yet developed a specific proposal but would like to explore the possibilities of collaboration through negotiation with interested U.S. firms.

The firm has a modern factory in an industrial suburb of Bombay. It has a production capacity of 12,000 metric tons of automotive tires and tubes a year and actually produced approximately 5500 tons in 1964.

Write: Ceat Tyres of India, Ltd., Khetan Bhavan, 198 Jamshedji Tata Rd., Bombay 1, India.

For some additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-3011-2, Department of Commerce, Washington, D.C. 20230.

Indian chemical maker asks for financial, technical aid

A Bombay firm seeks U.S. collaboration to manufacture certain types of surface active agents.

The firm proposes to manufacture 600 metric tons of ethylene oxide derivatives and 20,000 metric tons of nonionic, cationic and anionic surface active agents annually in a plant to be located at Pimpri, Poona, approximately 105 miles from Bombay.

To undertake this project, the firm is seeking a U.S. partner to invest $420,000, principally for financing imported equipment.

In addition, the U.S. participant would be expected to provide technical know-how and services.

The Indian company will contribute domestic capital equivalent to $420,000. Production facilities such as electric power, water supply, transport and communication reportedly are available at the proposed plant site.

Write: Dia-Ichi Karkaria, Pvt., Ltd., Liberty Bldg., New Marine Lines, Bombay 1, India.

For a limited amount of additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-2818-6, Department of Commerce, Washington, D.C. 20230.

Venezuela undertakes $675 million program for Caracas spruce-up

Planned construction heralds Capitol's quadricentennial

An extensive program to spruce up Caracas for its 400th birthday in 1967 was announced on Jan. 27 by Venezuela's Minister of Public Works. It is expected that one to one-and-a-half billion bolivares ($450 million to $675 million) will be spent by three agencies for projected construction and expansion of facilities for the Government, housing, highways, schools, telecommunications, and an aqueduct.

According to the Ministry's plans, construction will be undertaken of 3 hospitals, 12 schools, a national library, a new post office and telecommunications building, and 6 more miscellaneous government buildings.

The Centro Simon Bolivar, the main government office area, will be expanded and 3,900 apartments will be built there.

Construction cost for the total number of buildings is in the neighborhood of 475 million bolivares ($105 million).

The city's system of expressways will be completed with the building of 65 kilometers of highways. This is expected to cost 450 million bolivares ($100 million).

In the Caracas area, the Banco Obrero will build 12,000 houses at a cost of about 200 million bolivares ($44 million).

The problem of water supply for three million people will be met by the National Institute of Sanitary Works (INOS) which plans to complete an aqueduct and to finish its work of "sanitizing" the city's open sewer—the River Guaire. INOS also plans to supply water to barrios that are "remodeled."

It was also announced that a subway will be installed to relieve traffic congestion.

Slaughterhouse cold storage plant for Chile open to bids

The Chilean Development Corp. is inviting bids for the supply and installation of all machinery, equipment and services for a slaughterhouse cold storage plant to be built in Temuco, Chile.

Only bids for the complete plant will be accepted. No deadline has been specified.

Copies of terms and specifications of Tender TMF are available from the Corporacion de Fomento de la Produccion, 80 Pine St., New York, N.Y. 10005.

Bids invited by Cyprus for power station needs

Cyprus' Electricity Authority is inviting bids for the supply, erection and 12 months' maintenance of a plant to be installed in the Moni Power Station.

Contract E includes 11 kv, 3.3 kv and 440-volt power and multicore control cables; a copper grounding system; approximately 36 single and three phase distribution fuse boards; a complete lighting installation for the whole station, and an internal direct intercommunication system independent of the telephone system.

Bid deadline is March 24.

Tender documents are available from the Electricity Authority of Cyprus, P.O. Box 1466, Photiou Stavrou Pitta, Nicosia, Cyprus upon nonrefundable payment of $56 for a set of four documents.

A brief description of the contract is available to firms located in the U.S. from Power & Electrical Equipment Division, BDSA-6430, Rm. 4124, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Kuwait to build schools, mosques; invite bids from qualified contractors

Kuwait's $125 million development plan will soon be implemented by a call for bids for construction of six mosques and seven schools. This project is valued at about $15 million.

Tender documents for construction of mosque cost $28 each, documents for school construction are $140. One or both are available through the Government of Kuwait's Central Tender Board.

Bid deadline is March 7. Only firms who have eligible Kuwaiti contractors may submit bids. A list of approved Kuwaiti contractors is available for research at the Embassy. The U.S. Embassy in Kuwait is prepared to assist interested U.S. firms in securing partners and agents in Kuwait.

Ceylon again extends time for construction job bids

Ceylon's Department of Electrical Undertakings is granting a further extension on construction bids for Stage 1 of the Maskeliya Oya Project. The deadline has been changed from Feb. 26 to March 26. (INTERNATIONA COMMERCE, Feb. 1, 1965, p. 52).

Auto transformers needed for Australian substation

The Electricity Commission of New South Wales is seeking bids for the supply and erection of six 330 kv, 100 mva, single phase auto transformers for Sydney South Substation.

Bid deadline for Tender No. 1565 is April 12.

Specifications cost $22.50 per set and are available from the Manager & Secretary, Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh St., Sydney, N.S.W., Australia (Box 5257, GPO, Sydney). The Commission will refund the fee upon receipt of a bona fide tender.

Specifications are also available on loan to U.S. firms from the Power & Electrical Equipment Division, BDSA-6430, Rm. 4124, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Transcontinental relay system will link East and West of Australia

Australia's Postmaster-General's Dept. has issued tender No. C 9651 calling for the establishment of a transcontinental broadband relay system linking eastern and western Australia, a distance of approximately 1400 miles. The system is to have an initial capacity of 300 telephone channels and possibly one two-way television channel.

While the tender is specifically directed toward a microwave system, the Department wishes to be in a position to consider fully any alternative solutions, including alternative microwave arrangements, which may be competitive. The bidder may offer any plant which will meet the overall requirements as stated. It is expected that the execution of this project will take at least several years.

The deadline for submitting bids on this project is Jan. 27, 1966.

Copies of the specifications are available from the Australian Consulate General, 636 Fifth Ave., New York, N.Y, 10020, telephone 212-245-4000, for attention of Mr. W. Bath.

A loan copy of the specifications is available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230. Telephone 202 967-4036.

Microwave system planned by Greece; bids invited

The Hellenic Telecommunications Organization, Ltd. (OTE) is requesting bids for the supply and installation of a microwave system between Dholiana and Heraklion, on the island of Crete.

The system will consist of two terminals and six repeaters, as well as five single hop spur routes, mainly on the island of Crete. The contractor will be responsible for the complete system, including multiplex, towers, power plants (as required), spare parts and test equipment. The system will have a channel capacity of 960 channels operating in the 4 Gc/s or 6 Gc/s range, according to the latest CCIR recommendations.

Bid deadline is April 30.

Copies of the specifications are available on a loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Iran extends bid deadline

The Steel Mill Corp. of Iran, No. 35 Forsat Ave., Tehran, Iran, has extended the bid deadline for the supply of 70 wagons and requirements from Feb. 24 to March 11. (INTERNATIONAL COMMERCE, Jan. 11, 1965, p. 39, under SIC No. 353).

Bids on pipe and fittings limited to firms having Nicaraguan representation

Nicaragua's National Dept. of Municipal Services in Managua has issued Tender No. SM-36 which calls for bids on three types of pipe and fittings. The tender stipulates that bidders must have authorized Nicaraguan representatives.

Bid deadline is March 9.

The types and quantities of materials desired are: Asbestos cement pipe, about 203,400 feet; galvanized iron pipe and fittings, 7,218 feet; cast iron pipe, 7,218 feet.

Write: Oficina de Suministros, Palacio Nacional, Managua, Nicaragua. Correspondence is preferred in Spanish. Bidders may also contact this office directly through their Nicaraguan representatives.

Steel and cement needed for Philippine projects

Philippines' National Waterworks & Sewerage Authority of Manila has issued tender Nos. 1-2b-1 and 1-2b-2 for the supply and delivery of steel and cement for the proposed third Bicti-Novaliches Aqueduct, Norzagaray, Culacan, and Novaliches in Quezon City.

Bid deadline is March 10.

Materials called for are 550,000 bags of Type I Portland cement under contract No. 1-2b-1 and approximately 6,065 short tons of reinforcing steel, 617 short tons of structural steel and 649 short tons of steel plates under contract No. 1-2b-2.

Write: General Manager, National Waterworks & Sewerage Authority, 176 Arroceros, Manila, Philippines, enclosing $15 for a copy of each set of the tender documents.

Bridge or tunnel building bids requested by Australia

The Queensland Government is inviting bids for the construction of either a toll bridge or a toll tunnel for the Brisbane River.

Bid deadline is June 28. (INTERNATIONAL COMMERCE, Nov. 9, 1964, p. 38).

Write: Chief Engineer, Co-ordinator General's Dept., Box 185, North Quay, Brisbane, for tendering documents which include requirements, technical specifications and conditions.

Interested firms located in the U.S. may inspect the review copy in the Building Materials & Construction Industries Division, BDSA-6460, Rm. 4014, Department of Commerce, Washington, D.C. 20230.

Iraq seeks TV camera tubes

The Ministry of Finance, Central Foreign Purchasing Board, Baghdad, has issued Tender No. 52/64 which calls for twelve image orthicon television camera tubes, type 7293, to be delivered to the TV Station in Salhia, Baghdad.

Bid deadline is March 11.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2328.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, DBSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Tree Nut, Vegetable Farms

FRANCE—Oranges, lemons, grapefruits, other citrus fruits. Etablissements J. Mignaton (importer, exporter), 2 Rue du Roule, Paris, 1er. WTD 10/20/64.

013 Livestock Farms

FRANCE—Horns, bones, blood (raw materials to be used as fertilizers). Direct purchase and agency. Ets. Mittaine & Co. (wholesaler), 109 Rue de Rennes, Paris 6.

145 Clay, Ceramic, Refractory Minerals

GERMANY—Corrosion and acid proof materials for chemical apparatus, acid and fireproof equipment and installations. Kerachemie (manufacturer), P.O. Box (Postfach) 16, 5433 Siershahn Westerwald. WTD 2/10/65.

201 Meat Products

FRANCE—Frozen offals, beef and veal. Direct purchase and agency. Etablissements Andre Pierre (importer, wholesaler, agent), 95 Rue Saint-Lazare, Paris 9e. WTD 10/28/64.

GERMANY—Liver and kidneys of pigs and cattle. Importing distributor requests replies in German, quotations c.i.f. Dutch or German ports. Langensiepen & Ruckebier (wholesaler, distributor, importer), 241-245 Altendorfer Str., 43 Essen. WTD 7/18/63.

Frozen poultry and game including broilers, fryers, turkeys, turkey parts, venison, rabbits, hares. Requests price quotations c.i.f. European ports in German. Wilhelm Bohnen Wild- und Gefluegel-Import (importer, wholesaler), 42 Schillerstrasse, 565 Solingen. WTD 2/5/65.

NETHERLANDS ANTILLES—Line of frozen poultry, particularly 5 lb. fryers' legs. Blok & Diaz Trading Co., Inc. (importer, re-

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

tailer, wholesaler, agent), 12 Majoorsweg, Curacao. WTD 2/5/65.

204 Grain Mill Products

KUWAIT—Rice, wheat, flour. Abdul Latif al Kazimi, Agencies & Commission Division, P.O. Box 5158, Kuwait. WTD 12/29/64.

208 Beverage Industries

DAHOMEY—Beer concentrate, to be reconstituted and bottled locally; requests replies in French. Societe "Overseas" (importer, manufacturer), Boite Postale 214, Cotonou. WTD 12/19/63.

221 Broad Woven Fabric Mills, Cotton

FRANCE—Plain cotton fabrics: dyed materials or dyed yarns. Etablissements Glory-Lacour (Importer, dealer, commission merchant), 95 Rue Reaumur, Paris 2e. WTD 10/28/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

FRANCE—Plain Dacron fabrics: dyed materials or dyed yarns. Etablissements Glory-Lacour (importer, dealer, commission merchant), 95 Rue Reaumur, Paris 2e. WTD 10/28/64.

GREECE—Plush (mohair, rayon, dralon, acrilan), in remnants or piece goods for use in production of plush stuffed toys and gifts. Requests replies from manufacturers and/or exporters with c.i.f. Piraeus competitive price quotations. General Crafts Ltd., "El Greco" (manufacturer, wholesaler, retailer, exporter), 100 Queen Olgas St., Dafni, Athens 455. WTD 12/30/64.

224 Narrow Fabrics

FRANCE—Plain and printed acetate or viscose ribbons without selvage, cut on width of material. Requests replies in French. Ducros Freres (manufacturer), 14 Rue de la Republique, Saint-Etienne (Loire). WTD 2/4/65.

228 Yarn, Thread Mills

BELGIUM—Fancy texturized synthetic yarn. Etablissements Charles Ernaelsteen-Dewelle (importer, hosiery mill), 19 Rue du Petit Jean, Braine l'Alleud. WTD 2/1/65.

229 Textile Goods

GERMANY—Cotton textile waste from duck and flannel products. Requests replies from textile manufacturers only, quotations c.i.f. European ports. Adolf Jungfleisch (wholesaler, manufacturer, importer), 45-47 Lintorfer Str., 403 Ratingen/Duesseldorf. WTD 2/1/65.

238 Apparel, Accessories

FRANCE—Leather garments, all types. Ste Corval (manufacturer, wholesaler), 10 Rue Bleue, Paris 9e. WTD 12/23/64.

239 Fabricated Textile Products

CEYLON—Rain hatch tents for protection of cargo during inclement weather. Commercial Manager, Port (Cargo) Corp. (state agency), P.O. Box 595, Church St., Fort, Colombo.

GERMANY—Materials, all kinds, such as sweat bands, ornaments, cords, linings, visors, any other basic materials for manufacture of hats and caps. Importing distributor requests replies from manufacturers only, quotations c.i.f. German or Dutch ports. Bernhard Pleuser (wholesaler, distributor, importer), Postfach 129, 5 Koeln-Bickendorf. WTD 1/29/65.

SWITZERLAND—Blankets, sheets and pillow-cases of non-woven textile fabrics; water soluble hospital laundry packs for isolation rooms, operating theatres, nursery delivery rooms, general hospital use. Worb & Scheitlin AG (manufacturer, distributor), Leinenwebereien, 3076 Worb, Bern. WTD 10/24/63.

242 Sawmills, Planing Mills

GERMANY—Lumber, cut and dressed; Carolina pine, Oregon pine, pitch pine; c.i.f. Rotterdam. Direct purchase and agency. Requests replies in German. Johann Cremer GmbH & Cie. KG (importer), 47 Hauptstr., 503 Frechen. WTD 2/3/65.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

GERMANY—Prefabricated inexpensive building panels of soundproof material. Agency or direct purchase. Scobalitwerk Ferdinand Wilhelm Wagner KG., 42 Koblenzerstrasse, 547 Andernach/Rhein. WTD 2/9/65.

252 Office Furniture

FRANCE—Filing boxes, cabinets, cases of wood or metal. Direct purchase and agency. Ste Columbia (manufacturer, dealer), 56 Ave. Marceau, Paris, 8e. WTD 10/22/64.

Ashtrays on metal stands for offices. Direct purchase and agency. Ets. Chaumette (importer, dealer), 8 Rue de Paradis, Paris 10e. WTD 2/4/65.

SWITZERLAND—Office furniture, equipment, supplies. Ardo Distribution S.A. (importer, distributor), 52 Ave. de Chailly, 1012 Lausanne. WTD 1/20/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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262 Paper Mill Products

AUSTRIA—Paper, particularly white machine-coated paper, 60-67 grams per sq. meter. Requests offers for 10—20 m.t. lots, c.i.f. prices, by cable. Direct purchase and agency. Rudolf Zoechling, Handelsagentur (sales representative, commission merchant), Petrusgasse 3, Vienna III. Cable: Zoechlingagent Vienna. WTD 2/18/64.

● **IRAN**—275 tons Kraft paper in sheets, basis weight of 50 grams per sq. meter; including 100 tons of 40 x 42 cm. sheet size and 175 tons of 35 x 50 cm. sheet size, in bales weighing 150 to 200 kgs each; bid deadline May 3; 625 tons of white paper, basis weight of 90 grams per sq. meter, in bobbins having 150 mm. core dia., widths of 500, 510, 610 mm., each bobbin weighing 200-250 kgs; bid deadline May 5. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3534).

● 650 tons paper in red, blue and yellow, widths 589 mm and 492 mm; in bobbins weighing 200-250 kgs. having core dia. of 150 mm; basis weight 110 grams per sq. meter; bid deadline May 2. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3534).

● 15 million cigarette paper booklets, 70 x 40 mm., each with 60 sheets of type 100 pure chiffon, white, opaque paper, striped across; odorless, combustible without nitrates and tartrates; basis weight 19-20 grams per sq. meter; without pinholes; bid deadline May 1. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3534).

263 Paperboard Mills Products

● **IRAN**—300 tons of cardboard on bobbins, 150 mm. core dia., each bobbin weighing 200-250 kgs., including: 150 tons triplex cardboard, both sides glazed, and 100 tons duplex cardboard with one side glazed, in 470 mm. widths; 50 tons triplex cardboard, both sides glazed in 452 mm. width; bid deadline April 27. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3534).

● **NEW ZEALAND**—373,000 sheets white pasteboard and 169,500 sheets tinted pasteboard, 20½" x 25" with good inking and erasing qualities; 2,000 lb. white pasteboard on reels in 8" width and diameters to 30" with 6" core, 176 grams per sq. meters; 7,300 lb. tinted manila on rolls to 200 lb. in 4¾" widths and 24" diameter with 3" cores, 235 grams per sq. meter; 1,100 reams 25" x 40" sheets of white printing Esparto M.F. Tender No. 1496, bid deadline March 15. Government Printing Office, Waterloo Quay, Wellington. Copies of tender and detailed specifications available from New Zealand Senior Trade Commissioner in the U.S., 1145 19th St. NW., Washington, D.C. 20036. (Telephone: 202-FE 8-8820).

264 Converted Paper, Paperboard Products

● **IRAN**—Multi-wall Kraft paper shipping sacks, one million, for cement; bid deadline April 5. General conditions, specifications available only in Persian. Details available from: Plan Organization, Factories Affair Division, Daneshkadeh Ave., Tehran.★ (Telephone: 202-WO 7-3965).

ITALY—Silicone treated paper; special paper to be treated with silicones; silicones for paper-treating process. Dott. Ing. Americo Volpe (importer), Via Gran Sasso 16, Milan. WTD 11/18/63.

KUWAIT—Facial tissues. Jassim Mohammad Al Ali Al Wazzan, P.O. Box 124, Kuwait. WTD 11/12/64.

273 Books

AUSTRALIA—Children's books, fiction and educational, for ages 3 and up, paper-back novels. S. Hoffnung & Co. Ltd. (importer, wholesaler, jobber), 153-157 Clarence St., Box 502, G.P.O., Sydney, N.S.W. WTD 2/25/64.

281 Industrial Chemicals

FRANCE—Compounds (2 or 3 elements) for fertilizers. Comptoir d'Engrais et Phyto- Sanitaires (importer), 229 Rue Saint-Martin, Paris 3. WTD 8/13/64.

Raw materials for manufacturing paints, varnishes. Direct purchase and agency. V. Klein & Roubinet (importer, dealer), 47/49 Rue de Geneve, La Courneuve (Seine). WTD 2/3/65.

IRAN—Caustic soda, purity 98/99, in 340 kg. drums; c&f Khorramshahr. Keyanco Trading Co. (importer), 25/Second Floor, Seraye Razi, Bouzarjomehri Ave., Tehran. WTD 2/6/65.

282 Synthetic Materials

CHILE—Raw materials for use in plastic field; polyethylene and polystyrene. Requests

replies in Spanish. Jorge Tumani Kouri-Moukdesi (manufacturer, wholesaler, retailer), 1 Poniente 1049, Casilla (P.O. Box) 591, Vina del Mar. WTD 2/8/65.

283 Drugs

JAPAN—Medicinal chemicals, pharmaceutical products, all kinds. Tatsuro Yamamoto (retailer, exporter), 2954-6, Otemae, Ushiyamacho, Kasugai City, Aichi Prefecture. WTD 8/26/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

AUSTRALIA—Floor cleaning compounds and equipment for commercial and industrial use. Wide distribution in Australia. Direct purchase and agency. Peerless Sanitation Products Pty. Ltd. (importer, wholesaler), 173 Grange Rd., Fairfield, Victoria. WTD 1/15/65.

FRANCE—Degreasing solvents for dry-cleaning industry. Direct purchase and agency. Ets L. Moretti & Co. (dealer), 86, Rue Emile-Zola, Sotteville-les-Rouen, Seine-Maritime. WTD 10/14/64.

SWITZERLAND—Cleaning preparations, spot removers, lint pick-ups, detergents in aerosol cans as sold in self-service laundry shops. Direct purchase and agency. Import-Export Akan S.A. (importer, exporter), 22 Corraterie, P.O. Box 71, 1211 Geneva 17. WTD 12/21/64.

289 Chemical Products

FRANCE—Flame resisting agents: fire retardants or fire proofing products, soluble in trichloroethylene or perchloroethylene, to be used in laundering of curtains; direct purchase and agency. La Blanchisserie de Rideaux (launderers), 5 Rue du Colonel Oudot, Paris, 12e. WTD 10/20/64.

306 Fabricated Rubber Products

● **CEYLON**—Surgeons' gloves, 47,800 pairs, sizes 6-7½-8. Bid deadline April 6. The Ministry of Health, P.O. Box 500, Colombo.★ Tender specifications also available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. (Telephone: 202-WO 7-3381).

307 Plastic Products

AUSTRALIA—Industrial reinforced plastic articles, viz. acid vats and tanks, pickling vats; direct purchase and agency. E. G. Barker & Company Pty. Ltd. (importer, exporter, wholesaler), 267 George St., Sydney, N.S.W. WTD 2/3/65.

Polythene bottles, white, made of low density polythene, between 13 and 15 grams in weight, to hold three to four fluid ounces, with shallow necks and a screw finish, with opening approx. 24 mm. in dia., to be used as containers for hair tints and blonding creams, stoppers to include polythene applicator brushes on outside, bottles should be cylindrical in shape. Decore Products Pty. Ltd. (manufacturer), 388-391 Sussex St., Sydney, N.S.W. WTD 2/11/65.

GERMANY—(All military specifications) Cocoon, sprayable plastic compound—MIL-C-3254; rust preventing wax emulsion—MIL-W-3688; corrosion proof solution (cold process)—MIL-C-16173A; sealing wax—Jan-P-115; price quotation c.i.f. Rotterdam/Netherlands; direct purchase and agency. Herwart Platz KG. (importer, exporter, wholesaler, sales agent), Postfach 48, 6735 Maikammer/Weinstrasse (Pfalz). WTD 2/10/65.

Plastic household articles; plastic sheeting, curtains, table covers. Quotations c.i.f. German seaport preferred. Kunde & Soeckneck (importer, exporter), 49/50 Herdentorsteinweg (P.O. Box 1005), 28 Bremen. WTD 11/18/63.

311 Leather Tanning, Finishing

GERMANY—Raw materials for shoe manufacture. Direct purchase and agency for Europe. Wilhelm Servas OHG (manufacturer), Schuhfabrik, 25 Eisenbahnstrasse, 6782 Rodalben/Pfalz. WTD 2/2/65.

320 Stone, Clay, Glass Products

AUSTRALIA—Specialized furnace refractories, specialized building products, corrosion and chemical proofing products. Direct purchase and agency. Nonporite Pty. Ltd. (importer, manufacturer, distributor), 292-296 Burwood Rd., Hawthorn, Victoria, Australia. WTD 11/27/64.

322 Glass, Glassware

ECUADOR—Glass bottles, size ⅛ liter to 1 liter; large quantities. Requests catalogs, quotations c.i.f. Guayaquil. Casa Ortega (importer), Casilla Postal 2734, Quito. WTD 1/5/65.

326 Porcelain Electrical Supplies

● **SOUTH AFRICA**—Supply of 11,000-3,000 volt, d.c., 6 inch, disc type suspension insulators for use on overhead track equipment. Tender No. K.5943, bid deadline March 19. Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg. A copy of contract documents and specification is available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

329 Abrasive, Asbestos, Nonmetallic Mineral Products

● **BURMA**—Various types and sizes of packing: Asbestos lubricated and with graphite; also hemp, flax, cotton and jute for steam, acid, hydraulic, etc., total of 575,000 pounds. Tender No. 63/Machy:G4(64-65), bid deadline 4:00 p.m. March 10. Divisional Manager, Machinery, Equipment, Tools & Spares Division, Peoples Stores Corporation, Rangoon.★ (Telephone: 202-WO 7-5624).

FRANCE—Calcinated and ground kaolin-clay: very white, colloidal, low iron and titanium content; mineral fillers; direct purchase and agency. Comptoir de Mineraux & Matieres Premieres (importer, dealer, agent), 45 Rue de Leningrad, Paris, 8e. WTD 10/27/64.

HONG KONG—Grinding wheels. Yip Shing Co. (importer, exporter), 809 Bank of East Asia Bld., P.O. Box 2792, Hong Kong. WTD 2/8/65.

331 Steel Mill Products

GERMANY—Carbide blanks for wear parts, particularly in textile machinery. Importing distributor requests replies from manufacturers only, quotations c.i.f. German or Dutch ports. Offerman & Co. KG (wholesaler, distributor, importer), 10 Moltkestr., 583 Schwelm. WTD 1/15/65.

● **INDIA**—Wheels and axles for rolling stock: 423 wheels; 4 rack wheel sets, 6219 axles. Tender No. WTA-3 of 1965, bid deadlines: March 10 for wheels, March 23 for axles. Shri B.R. Kinra, Director, Railway Stores, Railway Board, Rail Bhavan, Raisina Rd., New Delhi. Tender forms available, fee per set $2.10, from: India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. Drawings are obtainable for a fee of $12.60 plus airmail bookpost postal charges of about $11 from the Railway Board at New Delhi.

INDIA—Steel drum sheets, 24 gage: body sheets 0.63 x 905 x 1585 mm.; end sheets 0.63 x 1150 x 1725 mm. Electrolytic tinplate, prime quality, 30 gauge. Indian Oil Corp. Ltd., Marketing Division, Post Bag 10005 (Bombay 1), Clarke Rd., Mahalaxmi, Bombay 34.

IRAN—Tinplate sheets, waste, 18 x 24 and larger. Keyanco Trading Co. (importer), 25/Second Floor, Seraye Razi, Bouzarjomehri Ave., Tehran. WTD 2/6/65.

ITALY—Molybdenum, manganese, vanadium. Direct purchase and agency. Macfer S.a.s. (importer, wholesaler, exporter), Piazza Piccapietra 83/7, P.O. Box 216, Genoa. WTD 1/12/65.

MOROCCO—Basic mild steel sheet in 2 ton rolls, 1 meter wide, 0.26 and 0.50 mm. thick, to be transformed locally in corrugated sheets; approx. order 1,000 ton/year; quotations Casablanca. Transmetal (Transforming Industry), 78-80 Blvd. Yacoub el Mansour, Casablanca. WTD 2/3/65.

PAKISTAN, W.—Milled steel black sheets; 8′ x 4′, 10′ x 5′; thicknesses ¼″, 3/16″, ½″, ¾″, 1″; annual requirements 500 tons. Pig iron, foundry quality; 700 tons. Stainless steel sheets; 8′ x 4′; thicknesses ¼″, ⅛″; 200 tons. Milled steel pipes; 20 ft. lengths; dias. 2″, 2½″, 3″, 4″, 5″, 6″; 100 tons. Star Moghal Industry (manufacturers), G.T. Rd., Gujranwala. WTD 2/5/65.

335 Rolling, Drawing, Extruding of Nonferrous Metals

BRAZIL—Chrome-nickel resistance wire. Importer, wholesaler, retailer, installer requests replies from manufacturers only, quotations c.i.f. Rio de Janeiro. Payment facilities to be stated. Requests replies in Portuguese. Walter Fernandes & Cia. Ltda.-Casa Titus, Avenida Marechal Floriano 146, loja, Rio de Janeiro ZC-05. WTD 2/4/65.

● **INDIA**—Supply of scalped electrolytic copper wire bars to ASTM. Spec. B5-43 or BSS 1036 or its equivalent with 99.9% purity (200 M/T). Tender No. HE/B/PPX/222/596, bid deadline March 10. Heavy Electricals (India) Ltd., P.O. Box No. 46, Bhopal. Tender documents may be obtained upon payment of a non-refundable fee of ($5.25) per copy from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. (I.S.M. Ref: No. D/ENQ/1553).

● **IRAN**—Supply of 4 mm. copper welded wire, international stranded (22,050 lb.). Tender No. 43/15, bid deadline May 3. Iranian State Railways, Maydan Rah-Ahan, Tehran.★ (Telephone: 202-WO 7-2162).

IRAQ—Copper tubes, ¼″, ½″, ¾″. Importer, wholesaler, retailer, manufacturer requests replies from manufacturers only, quotations c&f Basra. Mohammed Dhiya Al-Sabti, Rashid St., Baghdad. WTD 1/21/65.

PAKISTAN, W.—Copper-base alloy seamless tubes, 6 ft. long, dias. 2″ and 4″, for evapora-

tion pan bodies; 300 each. Tubes, same, 20 ft. long., dias. 2" and 4" for coil manufacture; 50 each. Star Moghal Industry (manufacturers), G.T. Rd., Gujranwala. WTD 2/5/65.

● **RHODESIA**—Supply of PVC insulated and PVC sheathed switchboard cable of various sizes and specifications (61,500 ft.). Tender No. GPO. 2223, bid deadline March 11. Controller of Stores & Transport, P.O. Box 8048, Causeway, Salisbury.★ (Telephone: 202-WO 7-2162).

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Hardware for buildings, boats, trailers, furniture, shopfitters. Products must be new and different, be priced competitively, and have a wide sales potential. Mr. G. A. Boyes, Boyes Romcke Pty. Ltd. (importer, wholesaler, retailer), 300 North Rd., Huntingdale, Victoria. WTD 12/18/64.

● **CEYLON**—98 tons steel, fish bolts and nuts, ⅞" dia., 4¼" long, for 80-lb. rails. Tender No. US/COM/29/146, bid deadline May 12. The Superintendent of Railway Stores, Ceylon Government Railway, Colombo. Tenders available from: Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.★ (Telephone: 202-WO 7-5589).

FINLAND—Builders' hardware, materials; related tools or equipment; requests descriptive literature, price lists, terms; direct purchase or agency. Reda Oy (importer, commission agent), Uudenmaankatu 11 A, Helsinki. WTD 11/5/64.

FRANCE—Agricultural hand-tools, edge tools (scythes, sickles, others), tool bars, tillage implements and related lines, including general hardware articles and products for farm uses. Direct purchase and agency. Requests replies from manufacturers only. Etablissements Goyer (manufacturers, exporters), Rue Waldeck-Rousseau, Thouars, Deux-Sevres. WTD 2/4/65.

● **IRAN**—3,000 pick axes; 2,000 stone forks, nine prongs. Tender No. 43/1643, bid deadline May 5. Iranian State Railways, Maydan Rah Ahan, Tehran.★ (Telephone: 202-WO 7-5589).

VENEZUELA—Hand tools for industrial and craftsmen's general use and for hobby workshops. Direct purchase and agency for entire country. Representaciones Rey Macal (manufacturers' agent), Aptdo. 6143, Edificio La Previsora, Principal a Conde, Caracas. WTD 9/17/64.

344 Fabricated Structural Metal Products

AUSTRALIA—Cylinders for oxygen, acetylene, other gases, for industrial and medical use. Australian Liquid Air Ltd. (importer, retailer, wholesaler, manufacturer), 143 Queen St., Melbourne, Victoria. WTD 1/15/65.

FINLAND—Building materials, interests cover full line of products; requests descriptive literature, price lists, terms; direct purchase or agency. Reda Oy (importer, commission agent), Uudenmaankatu 11 A, Helsinki. WTD 11/5/64.

345 Screw Machine Products

● **IRAQ**—Supply of various quantities of brass bolts and nuts, Whitworth hexagon head; brass hexagon nuts, Whitworth; brass set screws, Whitworth. Tender No. 26/65, bid deadline March 11. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5589).

346 Metal Stampings

PAKISTAN, W.—Perforated sheets, mesh 130 per sq. inch; value $3,000. Star Moghal Industry (manufacturers), G. T. Rd., Gujranwala. WTD 2/5/65.

349 Fabricated Metal Products

IRAQ—Valves and fittings for water coolers. Importer, wholesaler, retailer, manufacturer requests replies from manufacturers only, quotations c&f Basra. Mohammed Dhiya Al-Sabti, Rashid St., Baghdad. WTD 1/21/65.

PAKISTAN, W.—Pipe fittings: tees, reducers, bends, tail-pieces, crosses, four-way tees; value $3,000. Star Moghal Industry (manufacturers), G.T. Rd., Gujranwala. WTD 2/5/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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351 Engines, Turbines

HONG KONG—High-speed light-weight marine diesel engines for pleasure craft. Yangtze Engineeing & Enterprising Co. (importer, exporter), 701-702 Regent House, Queen's Rd. Central, P.O. Box 1720, Hong Kong. WTD 1/25/65.

● **IRELAND**—Supply, delivery and erection of two 120 mw turbo-generators, each complete with condensing plant and auxiliaries for the generating station near Ringsend, Dublin. Specification No. 628G, bid deadline May 3. The Electricity Supply Board, Generation Dept., 27 Lower Fitzwilliam St., Dublin.★ (Telephone: 202-WO 7-4242).

PAKISTAN—Marine diesel, developing 150 b.p.h. at 1800 rpm.; remote throttle controls; wheelhouse instrument panel complete with 50 ft. lengths of capillary tubes, all necessary gages; tachometer and 50 ft. length of drive; generator, 24 v, 500 watt; starter, 24 v. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Mushko & Co. Ltd. (importer, manufacturers' agent), Cosman Chambers, 2nd Floor, Victoria Rd., Karachi-3. WTD 9/26/63.

● **PHILIPPINES**—Furnish and deliver one approx. 95,000 kw, 300 r.p.m. Francis type hydraulic turbine, minimum net head of 506 ft., one generator verticle shaft, hydraulic turbine driven, 55,555 kva, a.c., 60 cycles, 3 phase, 300 r.p.m. and auxiliary equipment including governor. For unit No. 4 of the Maria Cristina Falls Hydroelectric Plant, Iligan City, Mindanao. Tender No. SP65DDe-24, bid deadline March 16. Specifications available from General Manager, National Power Corp., 161 Bonifacio Drive, Port Area, Box 2123, Manila, Philippines, upon payment of $9. One copy of specifications available for review only, not for loan, Power & Electrical Equipment Division, BDSA-6430, Rm. 4124, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

352 Farm Machinery

FRANCE—Farm equipment, preferably pulled or tractor-drawn machines, such as threshers, planters, tillers, subsoilers, for preparation and maintenance of soil, planting and harvesting crops, miscellaneous farm operations. Firm interested primarily in agricultural implements to supplement its own line of production (grain-seeders, fertilizer-spreaders, tractor-harrows, cultivators, hoers). Direct purchase and/or agency for France or section thereof. Requests replies from manufacturers only. Etablissements Goyer (manufacturer, exporter), Rue Waldeck Rousseau, Thouars, Deux-Sevres. WTD 2/4/65.

Harvesting machinery for nuts, olives, plums, cherries, currants, black currants, gooseberries. Direct purchase and agency. Laserra—La Serre Rationnelle (importer, exporter, wholesaler), 42 Rue Pasquier, Paris, 8e. WTD 2/4/65.

353 Construction, Mining, Materials Handling Machinery, Equipment

● **BURMA**—3 wagon drills (portable) complete with rock drill, chain feed and extension drilling equipment, capacity, 2" to 3½" dia., hole depth 100 ft. Tender No. 365/3/Mach: 23/G-1(64-65), bid deadline March 17. Secretary (4), Socialist Economy Construction Committee (Central) C/o, Foreign Office, Rangoon.★ (Telephone: 202-WO 7-5566).

● One light motor grader for maintenance work, 4 cylinder diesel engine 56 h.p. @ 1800 R.P.M. hydraulic side shift, scarifier, dozer and front-end loader attachments. Tender No. 10/Mach-23/G-1(64-65), bid deadline March 25. Secretary (4), Socialist Economy Construction Committee (Central) c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-5566).

● **CHILE**—20 industrial tractors; 15 fork lift trucks; 5 industrial, mechanical sweepers. Tender Nos. 1/965 and 2/965, bid deadline March 23. Specifications in Spanish. Direccion de la Empresa Portuaria de Chile (Port Works Authority), Calle Blanco 839, Valparaiso de Chile.★ (Telephone: 202-WO 7-5589).

FINLAND—Light construction machinery, equipment, for building industry; requests descriptive literature, price lists, terms; direct purchase or agency. Reda Oy (importer, commission agent), Uudenmaankatu 11 A, Helsinki. WTD 11/5/64.

HONG KONG—Construction machinery such as rammers, crawler-loaders, piling machines; drilling machines; concrete working machinery, such as petrol or diesel concrete vibrators, concrete mixers, column-crane for lighting concrete on construction working sites, as well as concrete pumps. Yangtze Engineering & Enterprising Co. (importer, exporter), 701-702 Regent House, Queen's Rd. Central, P.O. Box 1720, Hong Kong. WTD 1/25/65.

Cement mixers, vibrators, trowellers, earth-moving machinery, lifts, cranes, hoists, and material handling equipment, pumps conveyors, engines and electric motors, aircompressors, drills and boring equipment, scaffolding, permanent framework, general builders' mechanical equipment. Hutchison (Bldg.) Ltd. (importer), 14th floor, Union House, P.O. Box No. 780, Hong Kong. WTD 8/28/63.

●**INDIA**—Four, overhead, electric cranes—2, 5-ton and 2, 25-ton capacity. Bid deadline April 7. The Deputy Chief Accounts Officer (Engineering), Madras Port Trust, Madras 1.★ (Telephone: 202-WO 7-5589).

354 Metalworking Equipment

● **CEYLON**—Roller idler build-up machine to suit Caterpiller D-8, IHTD20, Euclid C-6, track link rebuilding unit for same equipment,

impact wrench, track nut gripper. Lathe, 38″ swing, 72″ between center, drilling machine, 1¼″ to 1¾″ capacity; shaping machine, 18″ stroke. Bid deadline March 9. The Chairman, Tender Board, Uda Walawe, 415 Bullers Rd., Colombo.★ (Telephone: 202-WO 7-5652).

FINLAND—Automotive washing apparatus; requests descriptive literature, price lists, terms; direct purchase or agency. Mr. Tuomas Tapala, Nordator Oy (wholesaler, importer), It. Puistotie 6 B, Helsinki. WTD 2/6/64.

GERMANY—Carbide tipped cutting tools of all kinds, such as gear cutters, broaches, drills, milling cutters. Importing distributor requests replies from manufacturers only, quotations c.i.f. German or Dutch ports. Offermann & Co. KG (wholesaler, distributor, importer), 10 Moltkestrasse, 583 Schwelm. WTD 1/15/65.

● **INDIA**—Stainless steel gage buttons, 200 of latest type with electronically controlled equipment which can detect corrosion plates of thickness ranging from 2 mm to 32 mm and on tubes and pipes ranging from 2 mm to 10 mm. Tender No. B/2/HW/Insp/108/64, bid deadline March 8. Gujarat Refinery Project, P.O. Gujarat Refinery, District Baroda, Gujarat State.★ (Telephone 202-WO 7-5652).

ITALY—Twist drills, tool bits, milling cutters, taps, dies, reamers, hacksaws. Boiani (distributor), Via G. Gallina 6, Milan. WTD 11/6/64.

NETHERLANDS—Machine tools, all types; direct purchase and agency. Landre & Glinderman N.V. (importing distributor), 6-8 Spuistraat, Amsterdam. WTD 11/14/63.

PAKISTAN, W. Air steel rods; 8, 10, 20 ft. x ½, ¾, 1″; value $7,000. Milling cutter; $3,000. Worm cutters, ½″-2″ depth pitch; $5,000. Hobbing cutter, 1″-24″ depth pitch; $5,000. Drills, ⅛″-2″; $3,000. Files, plain; 10″, 12″; $5,000. Star Moghal Industry (manufacturers), G.T. Rd., Gujranwala. WTD 2/5/65.

● **SOUTH AFRICA**—⅜″ shearing line, complete with electrical and auxiliary equipment. The Manager, Commercial Dept., South Africa Iron & Steel Industrial Corp., Ltd., P.O. Box 450, Pretoria, Republic of South Africa. Tender No. V.120, bid deadline March 24. Tender documents may be obtained from South African Iron & Steel Corp., Ltd., Special Dept., c/o J. A. Ewing & McDonald, 470 Park Ave., New York, N.Y.

● **SUDAN**—Slotting machine, 6½″ stroke, 4 speeds ranging 24-84 strokes. Tender No. 3229, bid deadline Feb. 25. Marking out table, 5′ x 2′, accurately machined on top face and two edges to an accuracy of 1/1000″ per foot. Tender No. 3230, bid deadline Feb. 24. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London.★ (Telephone: 202-WO 7-5652).

● Saw filing and setting machine for band saws up to 2½″ wide with tooth pitch up to 1½″. Contract 3248, bid deadline April 6. Axle lathe, 26″ height of center, 4′6″ max. dia. of wheel admitted, 2′0″ min. dia. of wheels admitted, 7′6″ max. length of wheels admitted. Contract 3218, bid deadline March 23. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.1.★ (Telephone: 202-WO 7-5652).

● Radial drill, 1½″ capacity, 24″ x 36″ table size. Tender No. 3239, bid deadline March 18. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James Place, London.★ (Telephone: 202-WO 7-5652).

● **U.A.R.**—Twist drills, large quantities of various sizes. Tender No. ER 308-G8/462, bid deadline March 13. Taps, chasers, blades, large quantities of various sizes. Tender No. ER 308-G8/461, bid deadline March 8. The Inspector General, Mechanical and Electrical Engineering Department, Egyptian Railways, Railways Building, Shoubra, Cairo. Bidding conditions and specifications are available for review only in the Metalworking Equipment Division, BDSA, Room 4204, Department of Commerce, Washington, D.C.

VENEZUELA—Hand power tools for use in industrial installations for production and maintenance purposes; 110 v., 50 and 60 cycles. Direct purchase and agency for entire country. Representaciones Rey Macal (manufacturers' agent), Aptdo. 6143, Edificio La Previsora, Principal a Conde, Caracas. WTD 9/17/64.

355 Special Industry Machinery

BELGIUM—Special machinery for production of plastic bottles for food industry. Requests price lists, descriptive literature. MacTils, S.A. (importer, sales agent), 364 Ave. de la Couronne, Brussels. WTD 1/19/65.

BRITISH GUIANA—Machinery for making of ice cream cones, macaroni, vermicelli; requests replies from manufacturers. Dennis Li (importer, wholesaler, retailer), 39 Norton St., Werk-en-Rust, Georgetown. WTD 2/9/65.

CHILE—Plastic manufacturing machinery; requests replies in Spanish. Jorge Tumani Kouri-Moukdeso (manufacturer, wholesaler, retailer), 1 Poniente 1049, Casilla (P.O. Box) 591, Vina del Mar. WTD 2/8/65.

ECUADOR—Bottling machinery; complete operation to include washing, filling, labeling. Requests catalogs, quotations c.i.f. Guayaquil. Casa Ortega (importer), Casilla Postal 2734, Quito. WTD 1/5/65.

HONDURAS—Machinery for making socks, women's hosiery; approx. 36 doz. per day. Jorge Loewenberg, Fabrica Alemana, Productos de Belleza, Aptdo. Postal 301, Tegucigalpa. WTD 1/18/65.

● **IRAQ**—Four automatic cylinder printing machines to print 56 x 77 cm. size paper. Tender No. 1/65, bid deadline March 27. Tenders available for 70¢ plus air mail charges of 70¢ from: Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5589).

● One 12″ x 9″ electric, hand-operated, combined chain cutter and square hollow chisel mortiser; various accessories. Tender No. 3238, bid deadline March 16. Sudan Govt. Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.1.★ (Telephone: 202-WO 7-5589).

MEXICO—Pineapple chunk processing machinery and citrus juices concentrating equipment. Ensalada de Frutas de Mexico, S.A. (processor), Aptdo. Postal 116, Av. Monterrey 204 Oriente, Linares, Nuevo Leon. WTD 2/8/65.

★★ SPAIN—Trade Mission

Tomato Peelers; Industrial Can Openers for commercial use. Sr. D. Carlos Armero, Industrias Vegetales Corchero (manufacturer), Cea Bermudez 76, Madrid. WTD 11/17/64. TM 4.

VENEZUELA—Automatic machinery to produce shoelaces. Direct purchase for own use. Requests replies in Spanish. Hayim Jose J. Bentolila Nahon "Comercial Romualda" (importer, distributor). Cuji a Romualda No. 69, Local 1, Caracas. WTD 1/11/65.

356 General Industrial Machinery

AUSTRALIA—Ventilation equipment, components for industrial and commercial use. Direct purchase and agency. A. E. Atherton & Sons Pty. Ltd. (importer, manufacturer, distributor), 383 Latrobe St., Melbourne, C.1., Victoria. WTD 1/8/65.

HONG KONG—Air compressors and pneumatic tools such as diesel air compressors for construction engineering, pneumatic rock rippers (breakers), pneumatic rock drills and rammers. Yangtze Engineering & Enterprising Co. (importer, exporter), 701-702 Regent House, Queen's Rd. Central, P.O. Box 1720, Hong Kong. WTD 1/25/65.

Pumps for construction working sites, deep well pumps, submersible deep well bore pumps, multi-stage centrifugal pumps with ejector for deep wells. Yangtze Engineering & Enterprising Co. (importer, exporter), 701-702 Regent House, Queen's Rd. Central, Hong Kong (P.O. Box 1720, Hong Kong). WTD 1/25/65.

● **INDIA**—9 forged steel transmission rims. Tender No. SR1/5022/102-A/II, bid deadline April 2. Director General of Supplies & Disposals, N.I. Building, Parliament St., New Delhi. Copies available upon payment of $0.75 each at the India Supply Mission (Ref. D/ENQ/1559), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.★ (Telephone: 202-WO 7-5589).

IRAQ—Circulating water pumps for evaporative air coolers. Importer, wholesaler, retailer, manufacturer requests replies from manufacturers only, quotations c&f Basra. Mohammed Dhiya Al-Sabti, Rashid St., Baghdad. WTD 1/21/65.

★★ SPAIN—Trade Mission

Induction and electronic heating, melting, heat treatment and casting equipment. Electronicas Boar, S.A. (manufacturer, importer), Martin Machio 34, Madrid (2). WTD 1/29/65. TM 39.

357 Office, Computing, Accounting Machines

DENMARK—Office machinery and accessories, especially copying machines. Leslie Christensen A/S (importer), 44 Vodroffsvej, Copenhagen V. WTD 2/5/65.

FINLAND—Office and accounting machines, equipment; interests cover full line; requests descriptive literature, price lists, terms; direct purchase or agency. Reda Oy (importer, commission agent), Uudenmaankatu 11 A, Helsinki. WTD 11/5/64.

358 Service Industry Machines

FINLAND—Electric machines, appliances, equipment used for catering in restaurants, bars, hotels. Floor maintenance machinery, equipment, related items. Requests descriptive literature, price lists, terms. Direct purchase or agency. Mr. Tuomas Tapala, Nordator Oy (wholesaler, importer), It. Puistotie 6 B, Helsinki. WTD 2/6/64.

FRANCE—Laundry and dry-cleaning machinery for commercial and industrial use. Societe Francaise des Machines Hoffman (manufacturer, dealer), 32, Blvd. Voltaire, Paris, 11e. WTD 10/20/64.

Steam cleaners, general purpose, but adapted for agricultural uses, such as disinfection of poultry-houses. Direct purchase and agency. Laserra-La Serre Rationnelle (importer, exporter, wholesaler), 42 Rue Pasquier, Paris, 8e. WTD 2/4/65.

IRAQ—Compressors for refrigerators. Importer, wholesaler, retailer, manufacturer re-

quests replies from manufacturers only, quotations c&f Basra. Mohammed Dhiya Al-Sabti, Rashid St., Baghdad. WTD 1/21/65.

359 Machinery

AUSTRALIA—Hydraulic and pneumatic controls and equipment for industrial use. Interested in lines for Australia and New Zealand to complement existing agencies for pneumatic valves, etc. Direct purchase and agency. Fluid Power Co. (importer, commission merchant, distributor), 383 Swan St., Richmond, E.1, Victoria. WTD 12/18/64.

361 Electric Transmission, Distribution Equipment

BRAZIL—Time switches, electrical. Importer, wholesaler, retailer, installer requests replies from manufacturers only, quotations c.i.f. Rio de Janeiro. Payment facilities to be stated. Requests replies in Portuguese. Walter Fernandes & Cia. Ltda.-Casa Titus, Avenida Marechal Floriano 146, loja, Rio de Janeiro ZC-05. WTD 2/4/65.

GERMANY—Potentiometers, printed carbon film, including miniature and tandem types, linear and non-linear. "Neutron" Rudolf Marcsinyi (importer, exporter, wholesaler), 33 Loeningstrasse (P.O. Box 1173), 28 Bremen. WTD 8/20/64.

● **HONDURAS**—Supply of two 34.5 kv. 600 amp. 3 pole oil circuit breakers; three 4.16 kv. 200 amp. 3 pole oil circuit breakers; three 37 kv. station type lightning arresters; six 37 kv; nine 6 kv. line type lightning arresters; nine 34.5 kv. 1 pole 600 amp. disconnects; three 4.16 kv. 200 amp. 3 pole gang operated disconnects; one 4.16 kv indoor switchgear; 34.5-4.16 kv. control panels. Tender No. 65-1, bid deadline March 16. Empresa Nacional de Energia Electrica (ENEE), Aptdo. 99, Tegucigalpa, D.C. (Attn: Rolando Golcher, Chief Purchasing Dept.) A copy of contract documents and specifications available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

BRAZIL—Auxiliary control relays for industrial use. Importer, wholesaler, retailer, installer requests replies from manufacturers only, quotations c.i.f. Rio de Janeiro. Payment facilities to be stated. Requests replies in Portuguese. Walter Fernandes & Cia. Ltda.-Casa Titus, Avenida Marechal Floriano 146, loja, Rio de Janeiro ZC-05. WTD 2/4/65.

GERMANY—Electric control and steering gear for industrial enterprises and for the armed forces. Replies requested from manufacturers only. Price quotations c.i.f. European ports, in German. Jochen Strunk, Ingenieurbuero (engineering office), 37 Schlehenweg, 4 Duesseldorf-Lohausen. WTD 2/5/65.

363 Household Appliances

FINLAND—Electric hair dryers, shavers, shoe polishers, other household appliances; requests descriptive literature, price lists; direct purchase or agency. Iskumetalli (manufacturer, importer, retailer), Division of Lohjan Kalkkitehdas Oy, Karjalankatu 2, Lohja. WTD 1/19/65.

Household cooking equipment, small household appliances, related items; requests descriptive literature, price lists, terms; direct purchase or agency. Reda Oy (importer, commission agent), Uudenmaankatu 11 A, Helsinki. WTD 11/5/64.

GERMANY—All types of electrical household appliances. Direct purchase and agency. Dipl. Kaufmann E. Deppe (wholesaler, sales agent), 75 Karlsruhe, Baden, Edelsheimstrasse 5-7. WTD 2/5/65.

SWITZERLAND—Household appliances, kitchen articles, all types; direct purchase and agency. Ardo Distribution S.A. (importer, distributor), 52 Ave. de Chailly, 1012 Lausanne. WTD 1/20/65.

VENEZUELA—Household electric hair dryers. Distribution and sales agency for entire Venezuela. Samuel Imass (Imagen y Sonido) (manufacturers' agent), Aptdo. 10076, Caracas. WTD 12/27/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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364 Electric Lighting, Wiring Equipment

AUSTRALIA—Watertight entrance caps and fittings for use on electrical wires and cables. Australian Cable Co. (manufacturer, wholesaler, retailer), 49 Annerley Rd., Woolloongabba, Brisbane, Queensland. Attn: Mr. H. Wright. WTD 8/27/63.

365 Radio, Television Receiving Sets

VENEZUELA—Commercial tape recording equipment. Sales agency and distribution for entire country. Samuel Imass (Imagen y Sonido) (sales agent, importer), Aptdo. 10076, Caracas. WTD 12/27/63.

367 Electronic Components, Accessories

AUSTRALIA—Electronic components, devices for use with audio equipment. Direct purchase and agency. National Television Engineering Pty. Ltd. (importer, wholesaler), 144 Bouverie St., Carlton, Victoria. WTD 11/27/64.

GERMANY—Electronic tubes, all types, for transmitting and receiving. "Neutron" Rudolf Marcsinyi (importer, exporter, wholesaler), 33 Loeningstrasse (P.O. Box 1173), 28 Bremen. WTD 8/20/64.

369 Electrical Equipment

ITALY—Transistor batteries. Esatron (importer) Via Casati 20, Milan. WTD 12/16/63.

371 Motor Vehicle, Motor Vehicle Equipment

FINLAND—Automotive accessories, equipment, related items; requests descriptive literature, price lists, terms; direct purchase or agency. Reda Oy (importer, commission agent), Uudenmaankatu 11 A, Helsinki. WTD 11/5/64.

373 Ship Building, Repairing

AUSTRALIA—Boats (fiber glass); direct purchase and agency. E. G. Barker & Co. Pty. Ltd. (importer, exporter, wholesaler), 267 George St., Sydney, N.S.W. WTD 2/3/65.

FINLAND—Motor and sport sail boat accessories, fittings, related items; requests descriptive literature, price lists, terms; direct purchase or agency. Reda Oy (importer, commission agent), Uudenmaankatu 11 A, Helsinki. WTD 11/5/64.

PAKISTAN—Rudder propeller fitted with 5′ 6″ length of shaft; standard 30″ propeller (push) unit not to withdraw from water; steering control to be operated from wheelhouse; units to operate in tropical climate, to be fully encased against tropical rain. Request replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Mushko & Co. Ltd. (importer, manufacturers' agent), Oosman Chamber, 2nd Floor, Victoria Rd., Karachi-3. WTD 9/26/63.

374 Railroad Equipment

● **BURMA**—Supply of 303 all steel freight cars, with meter gage bogies, may be fully erected or in "knocked down" condition. Bid deadline March 16. The Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon. Fee for specifications, drawings, conditions K70/-(US$14.70) per set, available from Office of the General Manager, at above address.

381 Engineering, Laboratory, Scientific, Research Instruments

FRANCE—Automatic climate chamber, phytotron, for use in experiments on raising plants or animals; automatic cage for use in experiments on animals. Direct purchase and agency. Laserra—La Serre Rationnelle (importer, exporter, wholesaler), 42 Rue Pasquier, Paris, 8e. WTD 2/4/65.

● **GREECE**—Supply of surveying instruments including, but not limited to: Leveling instruments, topographic sights, horizontal staves, tellarium meters, prismatic sights, compasses. Tender No. C/378/64, bid deadline April 8. Ministry of Commerce, State Purchases Directorate "C", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2939).

● **NEW ZEALAND**—Supply of one wind tunnel complete with instruments and accessories including, but not limited to: Turbulence spheres 2″, 4″, 6″, or metric equivalent; pressure plotting aerofoil; aerofoils complete with strut fixings; demonstration models of aircraft; airflow and balance calibration equipment; Pitot valves and combs; traversing gear; smoke generator equipment; micro protection and multi-tube tilting manometers. Tender No. EDQ370, bid deadline March 31. Stores Manager, New Zealand Dept. of Education, Private Bag, Wellington. Tender terms and specifications available from the New Zealand Senior Trade Commission in the U.S., 1145 19th St., NW., Washington, D.C. 20036.

NORWAY—Teaching machines for speeding up reading; wishes to purchase 20-25 machines. Mr. Tikhanen, Lonns-og Prisdepartementet, Opplaeringsseksjonen, 42 Akersgate, Oslo, Norway. (The Royal Norwegian Ministry for Prices & Wages, Training Dept.)

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

BRAZIL—Gas meters. Importer, wholesaler, retailer, installer requests replies from manufacturers only, quotations c.i.f. Rio de Janeiro. Payment facilities to be stated. Requests replies in Portuguese. Walter Fernandes & Cia.

Ltda.,—Casa Titus, Avenida Marechal Floriano 146, loja, Rio de Janeiro ZC-05. WTD 2/4/65.

FRANCE—Thermometers, laboratory and industrial types; pyrometers. Ateliers Legrand (manufacturer, importer, dealer), 18 Rue Duhesme, Paris 18e. WTD 10/9/65.

Strain gage transducers, bonded and unbonded. Société de Fabrication d'Instruments de Mesure (manufacturer, importer, wholesaler), Avenue Marcel Ramolfo-Garnier, Massy (Seine et Oise). WTD 10/12/64.

IRAQ—Thermostats for deep freezers and refrigerators. Importer, wholesaler, retailer, manufacturer requests replies from manufacturers only, quotation c&f Basra. Mohammed Dhiya Al-Sabti, Rashid St., Baghdad. WTD 1/21/65.

383 Optical Instruments, Lenses

FRANCE—Spectrographs; spectrometers and spectroscopes; spectrophotometers. Société Générale d'Optique (manufacturer, dealer), 76 Bld. de la Villette, Paris 19e. WTD 10/27/64.

SOUTH AFRICA—Metallographic equipment, spectrophotometers. Westbell Electronics (Pty) Ltd. (retailer, manufacturer, exporter), P.O. Box 453, Johannesburg. WTD 1/19/65.

384 Surgical, Medical, Dental Supplies

GERMANY—Workers' protective clothing, overalls, welders' protective wear, any new products in this field. Requests replies from manufacturers only, quotations c.i.f. European ports. Adolf Jungfleisch (wholesaler, manufacturer, importer), 45-47 Lintorfer Str., 403 Ratingen/Duesseldorf. WTD 2/1/65.

386 Photographic Equipment

AUSTRALIA—Microfilm systems, or components for any system which can commit documents to some form of miniaturization; direct purchase and agency. Ericsson Telephones (Aust.) Pty. Ltd. (importer, exporter, wholesaler), 13-17 Botany St., Redfern, N.S.W. WTD 2/11/65.

FRANCE—X-ray films. Express-Ray (France) (manufacturer, dealer), 94 bis Rue Gabriel Faure, Rueil Malmaison (Seine & Oise). WTD 10/27/64.

GERMANY—Still cameras, slide projectors, motion picture cameras and projectors, 8 mm; accessories for motion picture photography; consumer goods only. Direct purchase and agency. Dipl. Kaufman E. Deppe (wholesaler, sales agent), 75 Karlsruhe, Baden, Edelsheimstrasse 5-7. WTD 2/5/65.

393 Musical Instruments

HONDURAS—Mandolins, 60; guitars, 60; accordions, 10; simple and inexpensive; for instruction in secondary schools. Miss Annie Laurie, USAID Mission, Edificio Quinchon Leon, 40 Piso, Tegucigalpa.

394 Toys, Amusement, Sporting Goods

FINLAND—Toys, games, hobby items; requests descriptive literature, price lists, terms; direct purchase or agency. Reda Oy (importer, commission agent), Uudenmaankatu 11 A, Helsinki. WTD 11/5/64.

FRANCE—Fishing tackle, such as hooks, rods, reels, artificial lures. Direct purchase and agency. Mouches-Ragot (manufacturer, wholesaler), 2 Blvd. de la Gare, Loudeac (Côtes-du-Nord). WTD 12/22/64.

395 Pens

GERMANY—Fountain pens, ball-point pens; quotations c.i.f. German destination preferred. Kunde & Soeckneck (importer, exporter), 49/50 Herdentorsteinweg (P.O. Box 1005), 28 Bremen. WTD 11/18/63.

399 Manufacturing Industries

● **BURMA**—Supply of 5,000 soda-acid fire extinguishers, 2 gal. capacity; 1,000 soda-acid refills for above; 1,000 foam type fire extinguishers, 2 gal. capacity; 1,000 foam type refills for above; 2,000 fire extinguishers for electric cables, instruments and appliances, ¼ and ½ gal. capacity; 550 sets rubber lined fire hose pipe, highly flexible, complete with couplings. Tender No. 93/Machinery 23/G-4(64-65), bid deadline March 8. The Secretary, Peoples Stores Corp., Machinery, Equipment, Tools & Spares Division, 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

SPAIN—Novelty gift items, costume jewelry, other products carried by department store notions counter; requests quotations. Lalo, Importacion-Exportacion (importer, exporter, agent), Dr. Allart No. 43, Santa Cruz de Tenerife (Canary Islands). WTD 7/13/64.

SWITZERLAND—Car fire extinguishers. Fred W. Trachsel & Co. (importer, distributor), Kirchlindachstrasse 87, Zollikofen-Bern. WTD 9/25/64.

TAIWAN—Museum display and lighting equipment for paintings, porcelain, bronzes. Requests catalogs, brochures via air mail. Mr. L. S. Li, Curator, National Central & Palace Museum, Wufeng, Taichung, Taiwan.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

ITALY—Cereals, vegetable seeds, fodder and similar products. Andrea Hercole Roidi (sales agent), Viale Augusto 105, Naples. WTD 2/4/65.

201 Meat Products

FRANCE—Deep frozen meat offals. Marcel Boutet (dealer, commission merchant), 4 rue de Tournon, Paris 6e. WTD 10/28/64.

GERMANY—Canned meats and meat specialties. Agency representation for Federal Republic. Requests replies from manufacturers only, quotations c.i.f. Hamburg or Bremen. Jakob Briechle (sales agent), 48 Gemuendener Strasse, 6 Frankfurt/Main-Sued 10. WTD 3/11/64.

TURKEY—Hides, particularly big packer hides. J. W. Whittall & Co. Ltd. (importer, exporter, agency), Import Dept., P.O. Box No. 62, Istanbul. WTD 1/28/65.

202 Dairy Products

GERMANY—Dairy products, cheese, butter, powdered milk. Agency representation for Federal Republic. Requests replies from manufacturer only, quotations c.i.f. Hamburg or Bremen. Jakob Briechle (sales agent), 48 Gemuendener Strasse, 6 Frankfurt/Main. WTD 3/11/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

★★ GREECE—Trade Mission

Synthetic finished goods excluding garments; wants samples showing styles and textures of available goods. George Papachristou (agent), 22 Evangelistrias St., Athens. WTD 2/8/65. TM 15.

223 Broad Woven Fabric Mills, Wool

★★ GREECE—Trade Mission

Wool finished goods, excluding garments; wants samples showing styles, and textures of available goods. George Papachristou (agent), 22 Evangelistrias St., Athens. WTD 2/8/65. TM 16.

239 Miscellaneous Fabricated Textile Products

FINLAND—Dish towels. Requests descriptive literature or samples, price lists. Tam-Trading Oy (commission agents), Vuorikatu 20 A, Helsinki. WTD 10/29/64 (Tampereen Rohdos Oy).

259 Furniture, Fixtures

FRANCE—Restaurant booths, chairs, stools, tables, serving tables, tray stands, of metal or wood. Societe Francaise de Fournitures Hotelieres (agent), 146 Ave. des Champs Elysees, Paris, 8e. WTD 10/26/64.

262 Paper Mills, Products

AUSTRALIA—Wood cellulose, pure, finely divided, used as plastic filler, for rubber compounding, for flocking, for general uses in the rubber field and as a filtrate. Paper Mill & Industrial Supply Co. Pty. Ltd. (importer, agent), Box 4194, G.P.O., Sydney, N.S.W. WTD 12/31/64.

FRANCE—Kraft liner paper; corrugating paper, medium. Requests replies from manufacturers only. Norpap Jifimex (agent), 48 Rue Vivienne, Paris, 2e. WTD 10/14/64.

264 Converted Paper, Paperboard Products

THAILAND—Sanitary napkins, similar to "Kotex" products. Grace Limited Partnership (importer, wholesaler), 178-180 Silom Rd., Bangkok. WTD 2/9/65.

272 Periodicals: Publishing, Printing

AUSTRALIA—Periodicals; other publications. Alex A. Young & Associates (commission agent), 6 Keats Ave., Ryde, N.S.W. WTD 12/9/64.

273 Books

AUSTRALIA—Books, other publications.

Alex A. Young & Associates (commission agent), 6 Keats Ave., Ryde., N.S.W. WTD 12/9/64.

281 Industrial Chemicals

FRANCE—Fine chemicals for electronics, ceramics, nuclear industry, refractories. Comptoir de Mineraux & Matieres Premieres (importer, dealer, agent), 45 Rue de Leningrad, Paris, 8e. WTD 10/27/64.

283 Drugs

THAILAND—Pharmaceutical products, all kinds. Requests replies from manufacturers with samples and price quotations. Grace Limited Partnership (importer, wholesaler), 178-180 Silom Rd., Bangkok. WTD 2/9/65.

295 Paving, Roofing Materials

GERMANY—Roof coatings for spray application. Agency representation for South Hesse. Bero & Zander (sales agent), 13 Klettenbergstrasse, 6 Frankfurt/Main. WTD 12/15/64.

306 Fabricated Rubber Products

FINLAND—Sponges. Requests price lists, samples if available. Tam-Trading Oy (commission agents), Vuorikatu 20 A, Helsinki. WTD 10/29/64 (Tampereen Rohdos Oy).

ITALY—Battery separators; automobile fan belts. International Foreign Trading Agency, Via Washington 98, Milan. WTD 11/20/64.

322 Glass, Glassware

AUSTRALIA—Household wares, gift items, fancy goods, novelty lines made of glass. Transcontinental Agencies Pty. Ltd. (importer, wholesaler), 64a Druitt St., Sydney, N.S.W. WTD 2/10/65.

326 Pottery

AUSTRALIA—Household wares, gift items, fancy goods, novelty lines made of porcelain and ceramic. Transcontinental Agencies Pty. Ltd. (importer, wholesaler), 64a Druitt St., Sydney, N.S.W. WTD 2/10/65.

331 Steel Mill Products

FINLAND—Steels, particularly stainless and acid-resisting types, primarily in AISI Grades 302, 304, 316; requests detailed description, prices, terms. Oy G.H.H. Ab (importer, wholesaler, commission agent), Kalevankatu 3, Helsinki. WTD 12/23/64.

SOUTH AFRICA—Stainless steel pipe; agent seeks exclusive representation of U.S. manufacturers only. Requests catalogs, price lists. S. H. Walters (industrial broker, agent), P.O. Box 68, Parklands, Transvaal. WTD 1/19/65.

335 Rolling, Drawing, Extruding of Nonferrous Metals

FINLAND—Aluminum sheets, strips, foils in coils of 1200 mm. width; requests detailed description, prices, terms. Oy G.H.H. Ab (importer, wholesaler, commission agent), Kalevankatu 3, Helsinki. WTD 12/23/64.

342 Cutting, Hand Tools, General Hardware

IRELAND—Pliers, pincers, decorators' tools for trade and household. K. W. Talbot (manufacturers' agent, distributor), 43 Charlemont St., Dublin 2. WTD 2/4/65.

ITALY—Tackers for upholsterers. Seeber (distributor), Via Donatello 21, Milan. WTD 7/25/63.

343 Heating Apparatus, Plumbing Fixtures

IRELAND—Chromium plated waste fittings, 1½" (38 mm). K.W. Talbot (manufacturers' agent, distributor), 43 Charlemont St., Dublin 2. WTD 2/4/65.

344 Fabricated Structural Metal Products

FRANCE—Aluminum and/or stainless steel windows, doors, curtain walls, miscellaneous architectural items. Emile de Bransbourgh (agent), 94 Rue de Tocqueville, Paris 17e. WTD 9/28/64.

Drainboard tops, table tops, for restaurants; sheet metal styles. Société Française de Fournitures Hôtelières (agent), 146 Ave. des Champs Elysées, Paris 8e. WTD 10/26/64.

NETHERLANDS—Iron dredge pipes, sizes 10-30". M.T.B. Metaaltechnisch Bureau C.V. (sales agent), 71 Stadhouderslaan, Utrecht. WTD 1/18/65.

349 Fabricated Metal Products

AUSTRALIA—Household wares, gift items, fancy goods, novelty lines made of metal (stainless steel, copper). Transcontinental Agencies Pty. Ltd., 64a Druitt St., Sydney, N.S.W. WTD 2/10/65.

352 Farm Machinery

CHILE—Farm type wheel tractors, under 100 hp. I. Marienberg & Cia. Ltda. (importer), Exposicion 202, Santiago de Chile. WTD 1/27/65.

354 Metalworking Machinery

FINLAND—Machine tools, metal working machines, latest designs only; requests detailed description, prices, terms. Oy G.H.H. Ab (importer, wholesaler, commission agent), Kalevankatu 3, Helsinki. WTD 12/23/64.

355 Special Industry Machinery

ENGLAND—Confectionery and biscuit packaging machinery; confectionery manufacturing machinery; processing machinery for canning and freezing fruits and vegetables. W. J. Hart & Sons (London) Ltd. (exporters, importers, sales agents), Keel House, 39-41 Margravine Rd., London, W.6. WTD 2/3/65.

★★ GREECE—Trade Mission

Machinery to produce annually 125 million PVC plastic bottles, 1 and 2 quart sizes for mixture of soybean and olive oils; must be inexpensive bottle and cap. Aristo Hatziparaskis, Manager, D. Dongas & A. H Paraskis (manufacturer, importer), Kaningos 12, Athens. WTD 1/29/65. TM 1.

ITALY—Nailing machines for wooden cases. Seeber (distributor), Via Donatello 21, Milan. WTD 7/25/63.

356 General Industrial Machinery

ITALY—Machine for postal wrapping, capable of placing paper band around single copies of newspapers, booklets, magazines. Seeber (distributor), Via Donatello 21, Milan. WTD 7/25/63.

357 Office, Computing, Accounting Machines

SOUTH AFRICA—Electronic computing and associated information processing equipment of all kinds. Westbell Electronics (Pty) Ltd. (retailer, manufacturer, exporter, agent), P.O. Box 453, Johannesburg. WTD 1/19/65.

Electric and electronic test measuring and monitoring instruments and equipment, all kinds. Westbell Electronics (Pty) Ltd. (retailer, manufacturer, exporter, agent, wholesaler), P.O. Box 453, Johannesburg. WTD 1/19/65.

358 Service Industry Machines

FRANCE—Electric broilers; coffee makers and urns; egg cookers, food-warming equipment and steam tables; deepfat fryers; griddles; ovens; ranges; toasters; commercial types. Société Française de Fournitures Hôtelieres (agent), 146 Ave. des Champs Elysees, Paris 8e. WTD 10/26/64.

ITALY—Combination washer-extractors, capacity from 50 kg. up to 150 kg. and over of dry cloth. Termotecnica Calor (distributor), Via G. da Procida 11, Milan. WTD 11/27/63.

Ice-making machines for hospitals and hotels. Termotecnica Calor (distributor), Via G. da Procida 11, Milan. WTD 11/27/63.

367 Electronic Components, Accessories

AUSTRALIA—Electronic teaching equipment, including complete systems. Mr. J. H. Bleakley, Swift & Bleakley Pty. Ltd. (importer, manufacturer), 149 Milton St., Ashfield, N.S.W. WTD 1/28/65.

SOUTH AFRICA—All types of transmitting and special purpose electron tubes; transistors, crystal diodes, similar solid state devices; filters, electronic applications; transducers, related products; antennas, communication; microwave, radar, navigation aids except consumer types; microwave accessories, except test; wave guides, fittings. Westbell Electronics (Pty) Ltd. (importer, retailer, manufacturer, agent, wholesaler), P.O. Box 453, Johannesburg. WTD 1/19/65.

386 Photographic Equipment

★★ GREECE—Trade Mission

Photographic equipment, new types 6 x 9, 2¼-3¼ range cameras. Stephen Papadopoulos, Chroma Color Laboratory (distributor), 14 General Kaari St., Athens, 907. WTD 1/26/65. TM 47.

391 Jewelry, Silverware, Plated Ware

FINLAND—Baby jewelry, related articles. Requests descriptive literature, price lists. Tam-Trading Oy (commission agents), Vuorikatu 20 A, Helsinki. WTD 10/29/64 (Tampereen Rohdos Oy).

393 Musical Instruments

SOUTH AFRICA—Electronic organs. Westbell Electronics (Pty) Ltd. (importer, manufacturer, agent, wholesaler, retailer), P.O. Box 453, Johannesburg. WTD 1/9/65.

394 Toys, Amusement, Sporting Goods

FINLAND—Baby carriages, walkers, related items. Baby toys of all types; rattles. Requests descriptive literature, price lists. Tam-Trading

Oy (commission agents), Vuorikatu 20 A, Helsinki. WTD 10/29/64 (Tampereen Rohdos Oy).

399 Manufacturing Industries

AUSTRALIA—Household wares, gift items, fancy goods, novelty lines made of wood. Transcontinental Agencies Pty. Ltd. (importer, wholesaler), 64a Druitt St., Sydney, N.S.W. WTD 2/10/65.

GERMANY—Floor coverings: PVC, vinyl asbestos or linoleum. Agency representation for South Hesse. Bero & Zander (sales agent), 13 Klettenbergstrasse, 6 Frankfurt/Main. WTD 12/15/64.

ITALY—Teaching aids such as microscopes, physics and chemistry training apparatus; plastic models of human body which can be disassembled, such as trunk, head, teeth, heart, etc.; boxes (kits) for the study of mineralogy and petrography. Editrice Italiana Audiovisivi (dealer), 9 Via Alpi, Roma. WTD 2/4/65.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated February unless marked otherwise.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Uruguay.
Automotive Vehicle and Equipment Importers and Dealers—Argentina, Jan. '65.
Cannery and Frozen Food Producers and Exporters—Greece.
Coal, Coke and Fuel Importers and Dealers—The Netherlands.
Dry Goods and Clothing Importers and Dealers—Venezuela.
Fertilizer Importers, Dealers and Manufacturers—Guatemala.
Household Appliance Importers and Dealers—Thailand.
Iron and Steel, Nonferrous Metal and Building Material Importers and Dealers—Argentina
Oil (Animal, Fish and Vegetable.) Importers, Dealers, Producers, Refiners and Exporters Norway, Jan. '65.
Provisions Importers and Dealers—Philippines, Jan. '65.
Machinery and Equipment, Except Electrical Importers and Distributors—Chile.
Machinery and Equipment, Except Electrical Importers and Distributors—Iraq.
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Chile.
Metallurgical and Metal Working Plants—Bolivia.

MF high power transmitters wanted for two installations

The Turkish Radio & Television Administration is requesting bids for the supply and installation of two 300 kw, medium frequency transmitters, one to be installed at Mersin, the other at Diyarbakir. The transmitters will operate on a frequency to be determined, but must be capable of working at any frequency in the 525 to 1605 Kc/S band without requiring component changes.

Bid deadline is April 28.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Bids invited by Spain on closing of dock sheds

The Spanish Government is requesting bids on the closing of six sheds at the La Luz Dock, located in the Canary Island's La Luz and Las Palmas harbors. Approximately $66,000 has been allocated for this work.

Bid deadline is March 10.

Write: Secretaria de la Junta de Obras y Servicios de los Puertos de La Luz y Las Palmas, Las Palmas de Gran Canaria (Canary Islands).

Mobile radio specifications for Trinidad now available

Loan copies of the specifications for the "Northern area mobile radio system, Stage II" (INTERNATIONAL COMMERCE, Feb. 15, 1965, p. 31) are now available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Canning beef plant sought

A Swedish firm, AB Svenska Skolastfabriken, purchasing agents for Nigeria West Africa, is requesting specifications, price lists and descriptive literature for a plant capable of producing 44,000 one-pound cans of corned beef daily. Machinery will be installed in a slaughter house and meat packing plant which will be constructed in Nigeria.

Write: AB Svenska Skolastfabriken, Jarrestad, Sweden.

Pakistan extends deadline on fertilizer plant bids

The Chief Purchase Officer, East Pakistan Industrial Development Corp. (EPIDC), EPIDC House, Motijheel, Dacca-2, has extended the bid deadline for a turnkey urea fertilizer plant to be built at Ghorashal, E. Pakistan, from Feb. 9 to April 15. (INTERNATIONAL COMMERCE, Dec. 21, 1964, p. 50).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Foods

MEXICO—Fruit processor offers canned mixed fruits in chunks and citrus fruit juices. Ensaladas de Frutas de Mexico, S.A. (processor), Aptdo. Postal 116, Av. Monterrey 204 Oriente, Linares, Nuevo Leon. WTD 2/8/65.

328 Cut Stone Products

★★ GREECE—Trade Mission

Grey marble. George Kyriakopoulos, Kyriakopoulos Bros. (marble quarry), 35 Kapnikareas St., Athens 117. WTD 2/8/65. TM 43.

342 Cutlery, Hand Tools, General Hardware

SWEDEN—Razor blades of high quality Swedish steel. Handelsfirman Artur Aquist AB (manufacturer's agent), Norra Smedjegatan 21, Stockholm C. WTD 1/27/65.

343 Heating Apparatus, Plumbing Fixtures

SWEDEN—Oil burners, all kinds, but especially types for installation in large private homes. AB Bentone-Verken (importer, exporter, manufacturer), Almhultsvagen 2, Ljungby. WTD 1/29/65.

345 Screw Machine Products

URUGUAY—Nuts and bolts, all types; direct sales to importer or other interested party. Bulones S.A. (manufacturer), Calle Asilo 3363, Montevideo. WTD 1/14/65.

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Interested in representing U.S. manufacturers of automobile spares and in importing same. Fernando Cabezon Bergasa (importer, wholesaler, retailer), Serrano 20, Casilla (P.O. Box) 3376, Santiago de Chile. WTD 2/2/65.

394 Toys, Amusement, Sporting Goods

SWEDEN—Interested in connections with U.S. wholesalers of sporting goods who sell Swedish made camping equipment such as pack frames, hiking packs, tents. Fjallravens Ryggsacksfabrik (importer, exporter, manufacturer, sales agent), Ornskoldsvik. WTD 1/28/65.

395 Office Materials

SWEDEN—Carbon paper, telex rolls. J. A. Hedberg & Co. Industri AB (importer, exporter, manufacturer), Ranhammarsvagen 9, Bromma. WTD 1/28/65.

Construction Projects

Reports from overseas on late building and construction

BURMA—(100 kyats=$21). Wurster & Sanger, U.S. chemical engineering firm, have signed a contract with the Industrial Development Corp. (IDC is a Burmese governmental entity) to supply and install equipment for a **hydrogenation plant** to convert rice bran oil into tallow. A Canadian firm will supply part of the equipment, but most will come from the Panamanian-registered subsidiary of Wurster & Sanger. Plant will be one of the largest of its type in the world. Delivery of equipment will be spaced from 11 to 18 months. Several additional months will be required for installation of equipment.

CANADA—(C$10=$9.25). The British Columbia Hydro & Power Authority has announced that the successful low bid of $69,780,415 for **construction of Arrow Dam** on the Columbia River was submitted by The Foundation Co. of Canada, Ltd., of Toronto.

ETHIOPIA—(Eth$2.48=$1). An Eth$12.1 million **contract for construction of a 96-km road between Agaro (7°51′N, 36° 39′E) and Bedele (8°31′N, 36°23′E)** was **signed by the Imperial Highway Authority and** the successful bidder, **Enterprises Razel Freres of France.** Construction is expected to take three years and includes as a related project the **bridging of the Sotti and Debena Rivers** between Bedele and Gore (8°09′N, 35°33′E). When completed, the new road will become the first all-weather highway in Illubabor Governate-General.

PERU—(S/26.81=$1). The Government has announced, through the National Planning Institute, that major bids for **public works** to be called for in March, April, May and June will total 1,897,980,000 soles (about $85 million). These funds will be distributed for: **Roads:** S/925 million; **housing:** S/417½ million; **port construction:** S/372,280,000; **irrigation:** S/96 million; **miscellaneous public works:** S/87,200,000.

Schedule includes only major construction projects; bids for projects valued at less than S/20 million ($746,000) and for routine purchases of equipment were excluded.

Tenders will be issued as follows: 1st week in March—3rd stage, housing development of San Felipe issued by National Housing Council, estimated cost S/108 million; **2nd week in March**—road paving, issued by Public Works Council of the City of Callao, cost S/35 plus million; **3rd week in March**—construction of a new dock and auxiliary installation, issued by SOGESA-Chimbote Steel Plant, estimated cost S/107 plus million; **4th week in March,** highway construction, issued by Highway Authority, Ministry of Public Works, estimated cost S/600 million;

In April, 1st week—housing and miscellaneous public works, issued by National Housing Council, cost S/37 million; **2nd week**—drainage and dikes, issued by Public Works Council of Callao, cost S/47 million; **3rd week**—irrigation of Huanta and construction of Aquía-Huallanca highway, issued by National Fund for Economic Development, cost S/48 million; **4th week**—irrigation at Huamanguilla and construction of medical centers, issued by National Fund for Economic Development, cost S/52 million.

In May: 1st week—Housing in Loreto & Cuzco, National Housing Council, S/30 million; **2nd week**—highway construction, Oyón-Yanahuanca-Ambo route, National Fund for Economic Development, S/100 million; **also 2nd week**—construction at Port of Matarani, Port Administering Authority, Ministry of Finance, S/58 million; **3rd week**—highway, Pacaipampa-Huancanbamba route—National Fund for Economic Development, S/57 million; **4th week**—construction at Port of Pisco, Port Administering Authority, S/207 million; **also 4th week**—irrigation of Pallasca, National Fund for Economic Development, S/20 million.

In June: 1st week—highway, Arrapite-Pacaipampa route, National Fund for Economic Development, S/40 million; **also 1st week**—housing in Callao & La Punta, Public Works Council of Callao, S/151½ million; **2nd week**—highway, Cavico-Sócota route, National Fund for Economic Development, S/52 million; **3rd week**—housing in Chimbote, Chiclayo, Huancayo and Lima, National Housing Council, S/91 million; **4th week**—highway, Sandor-Tambo route, National Fund for Economic Development, S/52 million.

Not included in the previous project summaries is a S/520 million irrigation tender to be issued soon by the Irrigation & Water Authority, Ministry of Public Works.

Individual tenders itemized above will be published in the "World Trade Opportunities Section" of INTERNATIONAL COMMERCE as they are received from our Embassy in Lima.

SWEDEN—(100 kroner = $19.35). Salthomen (Danish island in the Oresund between Copenhagen and Malmo) has been recommended by a subcommittee of the Nordic Council as the site for a proposed **international airport** to serve the Scandinavian countries. The recommendation will be discussed at the February meeting of the Council in Reykjavik, Iceland.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BRAZIL—Aquici Adao, representing Amadeo Rossi & Cia, 114 Rua Epifanio Fogaca, Sao Leopoldo, Rio Grande do Sul, interested in **seeking outlets for guns and rifles** and if possible, requesting technical information on same. Feb. 27 for 30 days, via Miami, Florida. c/o Varig Airlines, Miami, Florida. Itinerary: Miami, New York, San Francisco.

ENGLAND—E. Petch, representing Hill & Company (Tools), Ltd., Brampton Trading Estate, Hampden Park, Eastbourne, Sussex, **interested in negotiating manufacture under license or contract arrangements for tools, engineering equipment, etc., in the United Kingdom.** March 2 for 10 days, via New York. c/o British Consulate General, 845 Third Ave., New York, N.Y. Itinerary: New York, Chicago, 5 days each. WTD 5/24/63.

FRANCE—J. G. Marret, Commercial Director, representing Societe Orval, 53, Avenue Paul Doumer, Paris XVIE, interested in **materials handling and warehousing equipment; to act as agent, distributor or licensee. Also interested in selling a license for manual and hydraulic side dumping railroad cars; firm manufactures in France.** Requesting technical information. End of March for three weeks, via New York. c/o Tote Systems, Beatrice, Nebraska. Itinerary: New York, Pittsburgh. WTD 1/18/63.

GREECE—George G. Tsaconas, representing Corundum Industries Co., Ltd., 40 Solonos St., Athens, interested in **contacting producers and importers of marble; architects, decorators and contractors.** March 16 for six weeks, via New York, c/o Mady Caradja, 471 Manor Lane, Pelham, New York. Itinerary: New York City; San Francisco; Washington, D.C.; Chicago; Atlanta. WTD 1/26/65.

SOUTH AFRICA—David Marais, Chairman of the City Council's Utilities Committee; R. Thurgood, Market Master; S. S. Robinson, Deputy Market Master; B. W. Stanton, Principal Engineer, City Council of Johannesburg, City Hall Offices, Johannesburg; **interested in visiting municipal markets in the United States.** May 24 for 4 to 5 weeks, via Washington, D.C. c/o American Express in cities in itinerary: New York; Philadelphia; Buffalo; Cleveland; Louisville; Columbia, South Carolina; Atlanta; Birmingham, Alabama; Houston; San Francisco.

YUGOSLAVIA—Gojmir Blenkus, representing Iskra, Kranj, POB 485-9, Ljubljana, **interested in export and import of electronic components and equipment.** Feb. 15 for six months, via New York. c/o United Trade Representatives, 250 West 57th St., New York, N.Y. Itinerary: New York, Chicago, San Francisco. WTD 4/9/64.

Mergers by Dutch firms hit new high during '64

A record total of nearly 90 mergers reportedly took place among firms in Dutch finance, trade and industry during 1964, and more of the same is expected this year.

Highlighted by the twin merger of the country's four largest commercial banks, the banking sector led with 16 combinations, followed by the chemical industry (15), metals manufacturing (13) and insurance (8), with the remainder spread over several other commercial and industrial sectors.

Increased costs and the need to compete on a mass-production basis in the Common Market were the principal motivating factors. Mergers in the textile industry resulted mainly from internal difficulties, which caused some weaving and spinning mills to close down entirely.

So far, the mergers have been effected almost exclusively on a domestic basis, but there will probably be an increasing tendency for Dutch firms to merge with other European concerns in the future.

New Books and Reports

***International Marketing.* (2d Ed.) By Roland L. Kramer. South-Western Publishing Company, Cincinnati. 651 pp. $8.50.**

Dr. Kramer's revisions incorporate the most current statistics and cover aspects of international trade which either are new developments or have assumed added significance since the first edition was published. A new chapter on "Overseas Manufacturing" has been added.

The economic and political aspects of international marketing and the export and import implications of international marketing organizations and methods are given consideration. The basic principles of domestic and international marketing are contrasted.

The international trade assistance available to businessmen from private, governmental and international organizations is outlined. Suggestions for additional reading are provided at the end of each chapter.

Write: South-Western Publishing Company, 5101 Madison Road, Cincinnati, Ohio, 45227. **J.C.**

***International Claims: Their Adjudication by National Commissions* ($5), and *International Claims: Their Preparation and Presentation* ($6.50). By Richard B. Lillich and Gordon A. Christenson. Published by Syracuse Univ. as the 1st 2 volumes of a series on Procedural Aspects of International Law.**

The first volume is a short text on the procedural aspects of American national claims commissions, and the second treats the technical aspects of international claims practice.

Write: The Syracuse University Press, Box 87, University Station, Syracuse, New York 13210.

***Farmer's World: 1964 Yearbook of Agriculture.* Alfred Stefferud, Editor. U.S. Dept. of Agriculture, Washington. 608pp. $3.**

Describes America's growing stake in world agriculture and explains how our actions, trade, and policies affect and are affected by agricultural, natural, and political developments abroad. It covers world sources of food and their potentialities; production of many crops in world trade; world marketing of farm goods; types of trading here and overseas; international organizations and trade agreements, including the Common Market; assistance programs; and outstanding needs and problems as to research, uses of farm goods, income and the development of nations, nutrition, and economics.

Write: Superintendent of Documents, U.S. Printing Office, Washington, D.C. 20402.

African journals

New editions of the International Customs Journals for Mali and Guinea are available on a loan basis at any Department of Commerce Field Office. These Journals are translations of the Customs Tariffs for Mali and Guinea, respectively, and are issued by the International Customs Tariffs Bureau in Brussels.

Copies are made available to member governments only, and may not be purchased privately.

***Duesseldorf, An Economic Center in Europe, A Handy Guide for Business People.* Published by the Office of Economic Promotion of the City of Duesseldorf, in cooperation with the Chamber of Commerce and Industry. 24pp. 25 cents.**

This booklet provides a brief introduction to the position of Duesseldorf in the business life of Germany, Europe, and the world. The city is examined as an industrial, trade and exhibition, financial and traffic center. Color maps show relative population, GNP and industrial turnover. Names of international groups in the city and the addresses and telephone numbers of foreign consulates, local government offices, and car rental firms are provided.

The final section of the booklet reviews the formalities involved in opening an office or agency in Duesseldorf.

Write: Office of Economic Promotion of the City of Duesseldorf, 69 Bolkerstrasse, corner Heinrich-Heine-Allee, Duesseldorf, Germany.

***Air Force/Space Digest International.* U.S. Air Force Association. Washington, D.C. Published monthly. Annual subscription: $12.**

A new monthly magazine which might interest aircraft producers trying to develop markets in the Free World.

Write: Air Force Association, Suite 400, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006.

***Trademarks in the Marketplace.* The United States Trademark Association, New York. 126pp. $3.50.**

Fifth in a series of brochures by the Trademark Association, this volume offers valuable guidance in the creation, development and use of trademarks for marketing in the U.S. and abroad.

The book's two sections deal with "selection and adoption of trademarks" and "proper use and protection." Areas covered include legal problems; the areas of risk and suggested methods to reduce such risks; use of descriptive, suggestive and fanciful marks; the use of generic terms, and various procedures to aid the selection process.

Legal, marketing, advertising, research and designing aspects are reviewed by a panel of experts. Procedures for proper use include the importance of preserving records, modernization of trademarks, values and limitations of registration and policing methods.

"Trademarks in the Marketplace" also includes valuable reference material as a supplement to the text—information on how and where to use trademarks; glossary of terms in the field; sample trademark policing letters; montage of trademarks; a word list and subject index.

Write: The United States Trademark Association, 6 East 45th Street, New York, N.Y., 10017.

***1965 Buyer's Guide to Imported German Products.* Prepared by the German-American Chamber of Commerce. Nordeman Publishing Company, New York. 424pp. $7.25.**

The fifth edition of this book lists German firms engaged in producing for the American market, and the American importers of their goods. Separate lists are provided of German manufacturers, giving products and American agents; of American agents, giving imports and the German manufacturers; and of products, giving manufacturers and importers.

Articles and tables on Germany and its business life cover such topics as taxation, property rights, advertising, trade fairs, the labor market in Germany, finance, and German Foreign Trade. General German business statistics, basic conversion tables and general information for the tourist in Germany are also presented.

Write: Nordeman Publishing Company, Inc., Suite 2717, 350 Fifth Avenue, New York, N.Y. 10001.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—781960/33

Calendar *for international traders*

March

1-2—Chicago World Trade Conference, LaSalle Hotel, **Chicago.** Speakers: E. E. Schnellbacher, Eugene Birnbaum, Bureau of International Commerce.

1-2—Chain Store Executives, annual meeting, Holiday Inn, **New York.** Speaker: Jacob E. Katz, BDSA.

2—Export Expansion Seminar, **Orlando, Fla.** Sponsors: REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

2—Marine Transportation Seminar, Sheraton Hotel, **Philadelphia.** Sponsor: American Society of International Executives.

2—Export Educational Seminar—Export Marketing, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Vocational Education Division; Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

2—International Traders Club of Scranton, luncheon meeting, Chamber of Commerce, **Scranton, Pa.**

2—Export Training Course, 1st of seven weekly sessions, Long Island University, Zeckendorf Campus, **Brooklyn, N.Y.** Sponsors: Long Island University College of Business Administration; Field Office, Department of Commerce; REEC.

2—FCIB Round Table Conference on Foreign Credit, Collection and Exchange Problems, 1:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

2—Foreign Commerce Club of Boston, annual meeting, Parker House, **Boston.**

3—Kentucky World Trade Conference, Sheraton Hotel, **Louisville.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce. Sponsor: Kentuckiana World Commerce Council.

4—In-Office Meeting, Field Office, **Chicago.**

4—Export Educational Seminar—Export Procedures, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Vocational Education Division; Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

5—5th Annual New Products Marketing Conference, Statler Hilton Hotel, **Detroit.** Speaker: George Donat, BDSA Administrator. Sponsor: American Marketing Assn. (Detroit Chapter).

8—Farm Forum on "Marketing Here and Abroad," Hotel Leamington, **Minneapolis.** Sponsor: Minneapolis Chamber of Commerce.

8—International Marketing Workshop, 3:30-5:30 p.m., World Trade Center in New England, Inc., **Boston.**

9—Export Expansion Seminar, **Orlando, Fla.** Sponsors: REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

9—Automotive Exporters' Club, Builders Bldg., **Chicago.**

9—Export training class, 1st of six weekly sessions, 6:15 p.m., LaSalle Hotel, **Chicago.** Sponsor: International Trade Club.

9—"In-Office" Workshop on export credit insurance, Field Office, Federal Bldg., **Memphis.** Sponsors: Export Expansion Committee of the American Institute of Marine Underwriters; FCIA; Field Office, Department of Commerce.

9—Export Educational Seminar—Export Financing and Credit, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Memphis Vocational Education Division; Mid-South Exporters' Roundtable, REEC; Field Office, Department of Commerce.

9—"In-Office Workshop" on Export Expansion, Field Office, **Jacksonville.**

9—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

10—Reading Foreign Traders dinner meeting, Abraham Lincoln Hotel, **Reading, Pa.**

10—In-Office Export Conference, 10 a.m., Field Office, **Philadelphia.** Sponsor: Field Office, Department of Commerce.

10—American Management Assn. Special Course on Fundamentals of International Business, Hotel Astor, **New York.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

11—"Insurance and Packaging" seminar, Koppers Bldg., **Pittsburgh.** Sponsor: World Trade Council, Chamber of Commerce of Greater Pittsburgh.

11—Export Educational Seminar Export Transportation and Marine Insurance, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Memphis Vocational Education Division; Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

11—World Affairs Council Businessmen's International Seminar, World Affairs Council auditorium, John Wanamaker Department Store, **Philadelphia.** Speaker: Wilson E. Sweeney, Bureau of International Commerce.

11—In-Office Export Conference Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

15—International Marketing Workshop, 3:30-5:30 p.m., World Trade Center in New England, Inc., **Boston.**

16—Port of New Orleans Night, 6 p.m., Roosevelt Hotel, **Cedar Rapids, Iowa.** Sponsor: Foreign Trade Bureau, Chamber of Commerce.

16—Export Educational Seminar—Export Documentation, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Memphis Vocational Education Division; Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

16—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

17—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

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- ☐ BR 2-9611, Anchorage, Alaska
- ☐ 526-6000, Atlanta, Ga.
- ☐ PL 2-8460, Baltimore, Md.
- ☐ 325-3131, Birmingham, Ala.
- ☐ CA 3-2312, Boston, Mass.
- ☐ TL 3-4216, Buffalo, N.Y.
- ☐ 722-6551, Charleston, S.C.
- ☐ 343-6196, Charleston, W.Va.
- ☐ 634-2731, Cheyenne, Wyo.
- ☐ 828-4400, Chicago, Ill.
- ☐ 381-2200, Cincinnati, Ohio
- ☐ 241-7900, Cleveland, Ohio
- ☐ RI 9-3287, Dallas, Texas
- ☐ 297-3246, Denver, Colo.
- ☐ 284-4222, Des Moines, Ia.
- ☐ 226-6088, Detroit, Mich.
- ☐ 273-8234, Greensboro, N.C.
- ☐ 244-3530, Hartford, Conn.
- ☐ 5-8831, Honolulu, Hawaii
- ☐ CA 8-0611, Houston, Texas
- ☐ EL 4-7111, Jacksonville, Fla.
- ☐ BA 1-7000, Kansas City, Mo.
- ☐ 688-2830, Los Angeles, Calif.
- ☐ 534-3214, Memphis, Tenn.
- ☐ 350-5267, Miami, Fla.
- ☐ BR 2-8600, Milwaukee, Wis.
- ☐ 334-2133, Minneapolis, Minn.
- ☐ 527-6546, New Orleans, La.
- ☐ LO 3-3377, New York, N.Y.
- ☐ 597-2850, Philadelphia, Pa.
- ☐ 261-3285, Phoenix, Ariz.
- ☐ 644-2850, Pittsburgh, Pa.
- ☐ 226-3361, Portland, Oreg.
- ☐ FA 2-7133, Reno, Nevada
- ☐ 649-3611, Richmond, Va.
- ☐ MA 2-4243, St. Louis, Mo.
- ☐ 524-5116, Salt Lake City, Utah
- ☐ 556-5868, San Francisco, Calif.
- ☐ 723-4640, Santurce, Puerto Rico
- ☐ AD 2-4755, Savannah, Ga.
- ☐ MU 2-3300, Seattle, Wash.

U.S. DEPARTMENT OF COMMERCE / Bureau of International Commerce